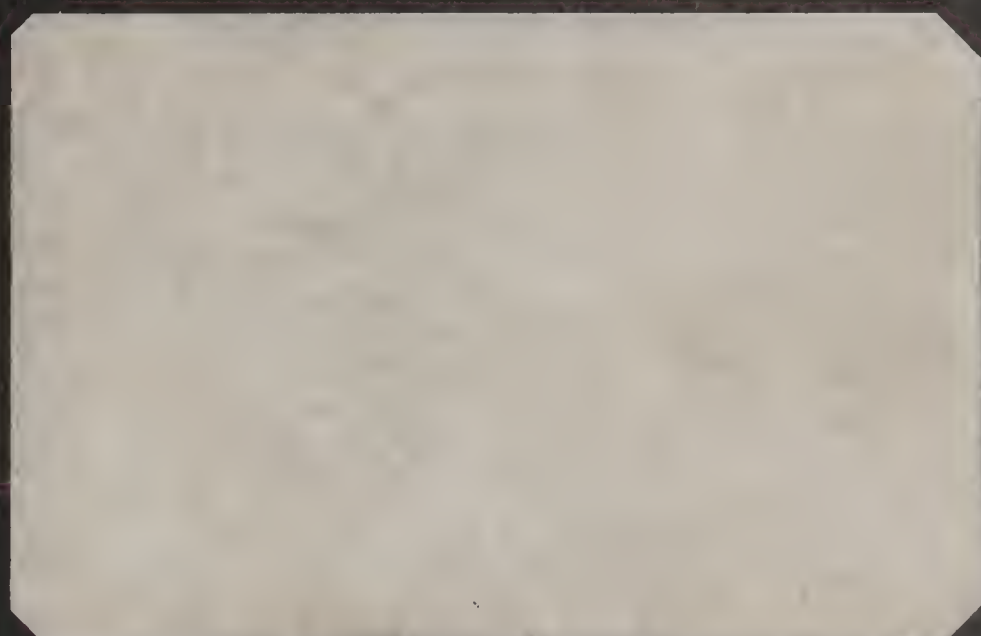
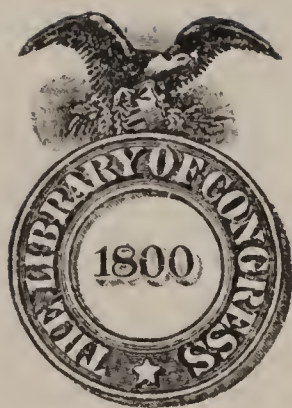


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HISTORICAL SKETCH
OF THE
Confectionery Trade

OF CHICAGO

COMPILED FROM VARIOUS AUTHENTIC SOURCES
OF INFORMATION

BY HENRY G. ABBOTT

George Henry Abbott Hazlet

WITH NUMEROUS ILLUSTRATIONS

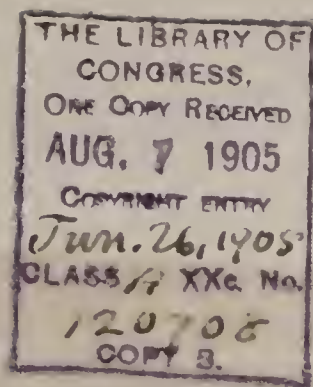


CHICAGO:

Published by the Jobbing Confectioners' Association.

1905.

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PREFACE.



THE object of publishing this book, is to place before the confectioners and their friends, to whom it is respectfully dedicated, a record of the business in Chicago from its inception to the present time, and to show how Chicago forged to the front as the "Candy Center." Also, to give a history of the persons who were a means to this end. It matters not whether they were successful in business or failed, as it takes failures as well as successes to make history. However small a part they have taken, that has helped to make history, they have been given credit for it, when the facts could be obtained, and however slight the clue, it has been carefully followed up.

The changes from hand labor and crude materials, with unsatisfactory results, to labor saving machinery and enlightened methods, have been recorded, and results that were not dreamed of a few years ago have been accomplished today.

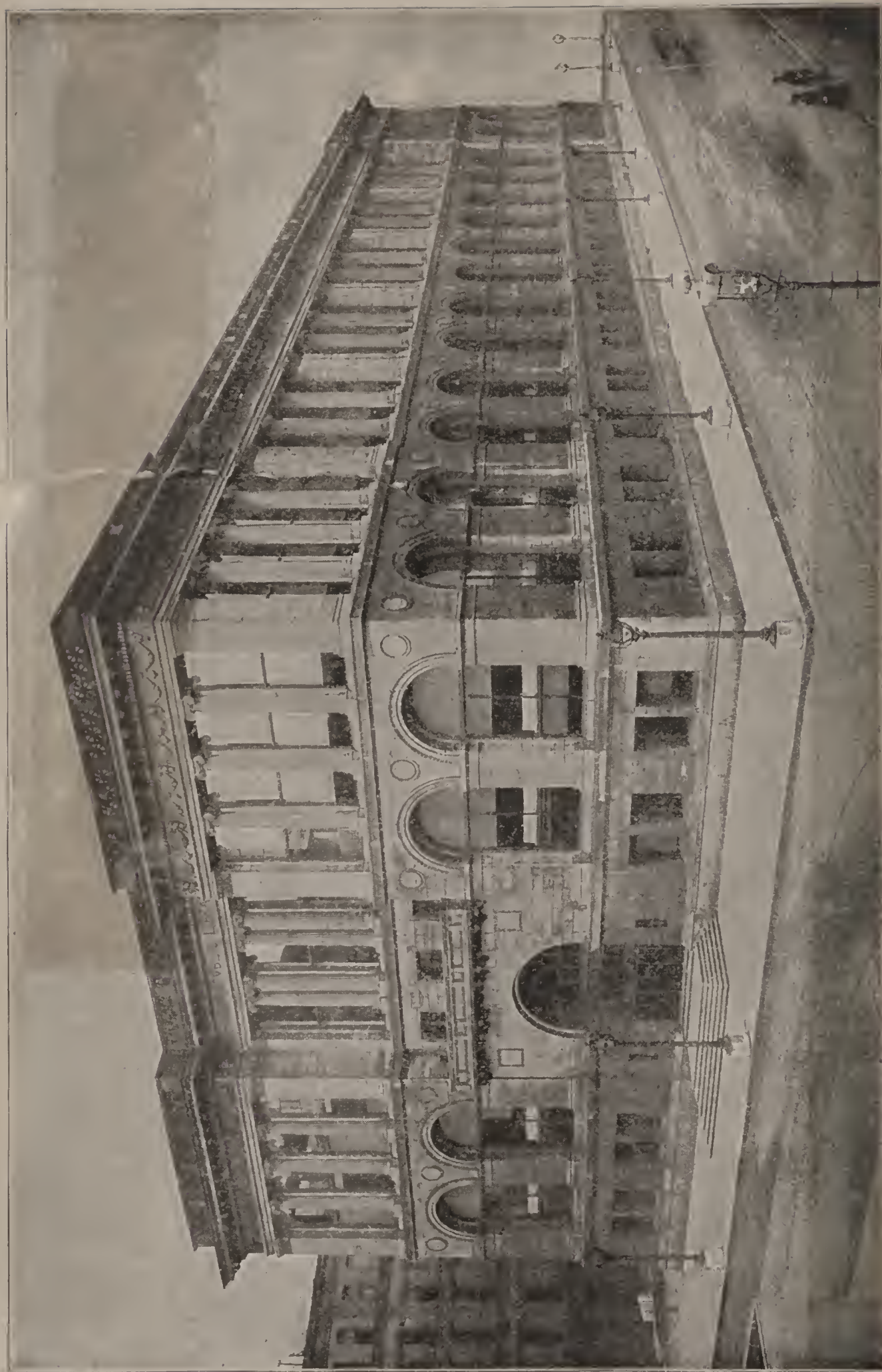
No doubt so many improvements will be made in manufacturing goods in the near future that the candies turned out today will seem the work of novices. This being the age of the greatest improvements in the candy business.

Another object has been to write up a history before all who were the factors in the business have been forgotten, leaving no trace behind them, showing their individual efforts, their successors and also those whom they were responsible for introducing into the business.

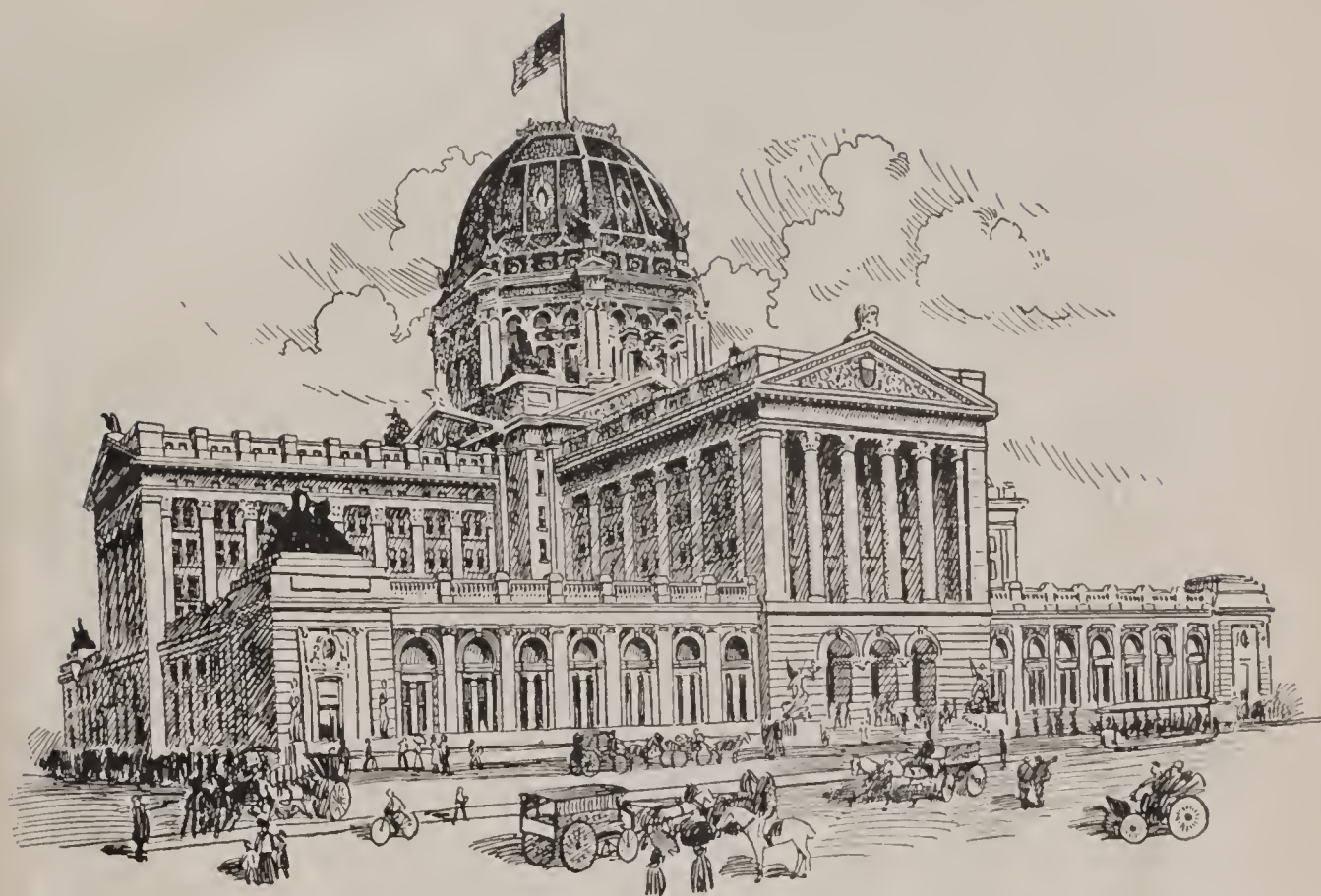
The greater number of the confectioners today are either successors of others, or had previously been in the employ of others who had made a reputation in the candy business.

In perusing these pages where their deeds are recorded, the reader will be able, in many cases, to trace the careers of the notable confectioners of their day, their successes, failures, and the changes made from the time of entering the business, in the full flush of the youth, to the time they retired or joined the silent majority, where many have gone, and others now in the business must soon follow.

It has not been an easy task to prepare a history of this kind, and it would be almost impossible after a few years to compile it truthfully when all the successors of the founders of the business have passed away.



Chicago Public Library.



New Post Office and Custom House.

MAKERS OF

Fine Chocolates and Bon Bons

EXCLUSIVE IN OUR BRANDS.

Langanelli Chocolates *and the* United States Mint
(Bitter-Sweet) (Hand Made Lozenge)

Post Prandial
(A nut chip)

Chocolate-Crush
(Honey-Comb)

Iwantoeata
(Cordial)

Nutsford
Nougat
(Black Walnut)

and the

Mary Johnson

line of

PRALINES.



SPECIALTY

SELLERS

Bang up Banana
Caramels

An Old Flame
Kiss

Neapolitan Bars

and

The Salted
Peanut

that stays Sweet

FOUNDER OF THE OLDEST PLANT IN CHICAGO

1869 — 1905.

M. SHIELDS & CO.

MANUFACTURING CONFECTIONERS

CHICAGO

MICHAEL SHIELDS

JOHN B. LANGAN

HISTORICAL SKETCH.

Chicago is, in many respects, a wonderful city, and what is true of it to-day was true of it sixty years ago. This may seem a strange statement but it is a statement of fact, borne out by our history, and even as early as 1839 Chicago was referred to as "a great city," "a city of wonderful growth and prosperity." In 1837 the population of Chicago, in round numbers, was about one hundred souls and the settlement consisted of six log houses and a fort. In 1840 the population had increased to 4,853 and on August 1, 1843, it had increased to 7,580, of which 5,324 were native born Americans. The reader will thus see, that even at this early date, Chicago was a city of rapid growth. There was a reason for all this: Chicago was favorably situated on the southwestern shores of Lake Michigan and in the early days, when railroads were few and far between and freight rates excessive, transportation of merchandise by boats from the East to Chicago and for the East via Chicago was an item of the greatest importance. Again, Chicago had a good harbor, ample dockage upon its river banks and "the river was sixty yards wide and fifteen feet deep." Nearly all of the farming country to the west and a large percentage to the north and south shipped their grain, cattle and produce to Chicago either for home consumption or reshipment to eastern cities.

On August 3, 1795, at a treaty held by General Wayne with the Pottawatomies and other Indian tribes, the title to six miles square of territory at the mouth of the Chicago river was obtained by the United States. In 1804 Fort Chicago was built at the mouth of the river and the American Fur Company established a trading station under the protection of the fort. In 1812 the war broke out with England and as the Indian tribes had allied them-



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If you have not had my goods, a postal card will bring them, or a circular describing my entire line. Wherever possible will be pleased to call on you with samples of prizes that are always sellers.

THE BEST LINE OF PENNY PRIZES IN THE MARKET.

selves with the English and as Chicago was an exposed position the authorities at Detroit ordered the commander of the fort, Capt. J. Heald, to abandon the post and proceed with his troops to Fort Wayne. The evacuation took place on August 15, 1812, and space will not admit of a description of the events that followed. Suffice it to say that an attack was made on the party, consisting of the troops and settlers and fifty-five killed and the balance taken prisoners. The fort was rebuilt in 1817 under the name of Fort Dearborn and was occupied by a garrison until 1837.

In 1833 Chicago commenced to "boom" People flocked here from the east, invested money in land, opened factories and stores and shipped grain and provisions. The price of property advanced rapidly and much speculation was engaged in. This continued until 1837 when a panic set in and prices dropped suddenly and great losses ensued.

In 1837, on the 4th day of March, Chicago was incorporated. It consisted of six wards and the government was vested in a Common Council, consisting of a mayor and twelve aldermen, two from each ward, who were chosen annually.

In 1843 Chicago covered an area of about three and a half miles from north to south and two and a half miles from east to west and of this area about a mile and a half square was regularly built up and streets opened and graded. There were several blocks of brick buildings three and four stories in height. The residences were mostly built of wood. Chicago was built upon a level prairie with low spots here and there and while in the summer it was dusty, in the spring and winter and after heavy rains it was extremely muddy.

Confectionery being a luxury rather than a necessity, it was only after Chicago was well upon her way towards the formation of a city that the demand for candies was sufficient to support a manufacturer or more strictly speaking a manufacturer thought he saw a chance to make an honest living in the manufacture of confectionery. In 1837 Joseph Mohr started in to manufacture candy in a small way in a shop located on South Water street near Wells street. In the early days there was no Fifth avenue, that thoroughfare being known as Wells street on the South as well as



Edward H. Scanlan

on the North sides. Business must have been good with Mohr, so good indeed as to be apparent to others besides himself, for in 1839 we find Chicago the proud possessor of three candy factories, that of Paul Carli, South Water street near Wells, William Hossack at 147 Lake street and Joseph Mohr at his old location.

Three confectioners, however, was more than Chicago could support at this early date and Carli gave up the business and moved from the city, Mohr soon followed him and Hossack sold out his business prior to 1843 to D. A. Barrows & Co., who remained at the old location at 147 Lake street. Barrows remained in the business for a year or more when he gave it up and moved to Galena, Ill., where he died.

Whether Chicago remained without a confectioner for any length of time is a question of uncertainty, but in 1846 she was again the proud possessor of three factories, Charles Banzhaff on North Water street, east of and close to Clark, Joseph Dinet, at 48 Clark street, and Charles S. Ferry at 167 Lake street. Banzhaff continued in the business until 1850, when he evidently retired from the business, for in 1852 and 1853 he was working as a clerk for E. Frankenthal, a dealer in cigars and tobaccos at 62 Clark street. In 1855, however, he again started in the business at 90 Wells street, succeeding to the business of John Eisenbeis, who started in 1849, and here he remained until he retired from the business in 1857. Dinet continued in the business until 1851 when he dropped out of the race. Ferry was short-lived in the business and gave it up within the year. During 1847 and 1848 Banzhaff and Dinet continued to be the sole competitors for trade in the confectionery line, but in 1849 we find that three others have crept in, Geo. Glassner who was located at 51 Lake street, John Eisenbeis at 90 Wells street and Wm. Elston, 37 Clark street. During 1849 and 1850 Dinet must have done quite a business for so small a city, for he had in his employ T. Daplain, Henry Kinson and P. Kleintges. Glassner subsequently moved to 56 Lake street where he remained until he retired from business in 1855. On Nov. 3, 1851, J. P. Heth began manufacturing candies at 79 Randolph St. In 1854 Chicago had quite an array of confectioners, sixteen in all, as follows: Chas. Banzhaff, 90 Wells street; Louis Barbiery, Canal, be-

The Most Successful Fobber in Chicago.

WHY?

BECAUSE

The profit
in your
business is
on the goods
You SELL

NOT
on the goods
You BUY



Therefore

You

Should

Call on

A. E. BRUGGEMEYER

Importer and Distributer of

the Fastest Selling PENNY GOODS in the Country

I carry a large stock of
Staple Goods and Chocolates

My wagon makes regular trips and would like to call on
you when you want something to **Boom Your Business.**

Write or call at

128 W. Adams Street, Chicago

tween Washington and Randolph street; E. Bower, 27 North Clark street; Jesse B. Bowman, 45 Wells street; George Glassner, 56 Lake street; J. P. Heth, Clinton near Madison street; Kerr & Reynolds, 70 North Clark street; F. Newhall, 9 Clark street; H. Newhall, 75 Randolph street; C. L. Shepherd, 103 Randolph street; Sassaman & Hickman, 47 Randolph street; Chas. Schafer, 204 Madison street; I. B. Sterling, 14 Clark street; Stout & Moran, Randolph near Jefferson street; L. C. Talcot, 49 Randolph street; W. B. Webster, 70 State street. Of these sixteen, just how many were manufacturers and how many retailers it is hard to say. L. C. Talcot certainly was not a manufacturer for he was a dealer in fruits as well and continued in the business for many years. Banzhaff, Glassner, Heth, Sassaman & Hickman and Schafer we know were all engaged in manufacturing and Shepherd afterwards went into the manufacturing business with R. W. Chappell, at 119 Randolph street.

Charles Sassaman went into business with Francis W. Hickman in the manufacturing business at 47 Randolph street early in 1854, and for a few years made quite a success of the business. Wm. Leimert, who subsequently became a partner in the firm of John C. Neemes & Co., came to Chicago from Philadelphia in May, 1857, to act as foreman for the firm. In 1858 the firm moved to 63 Randolph street. After Leimert was hired as foreman the firm began to turn out new goods. Leimert brought with him from Philadelphia many new ideas and was the first in Chicago to make cococanut cakes, cream goods and bon-bons. Nothing but hard goods were made in Chicago prior to this time and the majority of the manufactures was stick candy. Rough or burnt almonds were introduced about this time. Lozenges were cast in a mold, there were no starch boards, no machinery and steam power was unknown in candy making. In 1859 Hickman sold out his interest to Geo. H. Brooks and the firm name was changed to Sassaman & Brooks, and Francis W. Hickman went into business at 178 State street where he was in business until 1861, when he went out of business. While at 178 State street, Hickman carried a line of confectioners' tools. In 1861 Brooks retired from the firm and went into business for himself at 77 Randolph street and Sassaman



Milton E. Page

moved to 39 Randolph street. In 1865 Sassaman sold out to S. R. Jefferson & Co., the firm being composed of S. R. Jefferson and Edward Moran and the new firm moved to 92 West Randolph street. Sassaman then moved to 200 Clark street and took in a partner, the firm being Sassaman & Moss. J. D. Murphy bought out Sassaman's interest in 1872 and the firm was known as Moss & Murphy. In 1873 Sassaman bought out Moss, and the firm became Sassaman & Murphy. In 1879 John Hutchinson bought out Murphy's interest and the firm became Sassaman & Hutchinson. Hutchinson in turn bought out Sassaman. Hutchinson did not remain long alone in business and in the fall of the same year entered into partnership with Albert Jamieson, the firm being known as Hutchinson & Jamieson, and located at 159 West Madison street. The firm sold out in 1880 to Charles Matt, who afterwards failed.

D. C. Tolcott started at 49 Randolph street in 1854. He wholesaled candies and nuts and retailed candies, nuts and fruits. In 1868 he moved to 67 Randolph street and in 1869 was succeeded by his son, Lester A. Tolcott, who remained in the business for a number of years.

Charles Schafer was a pioneer in the confectionery business of Chicago having first started in business at 204 Madison street in 1854. Part of the time he was a wholesale dealer and part of the time he manufactured his own goods. In 1858 he went into partnership with a man named Geo. H. Brooks at 158 Monroe street, near where La Salle street now is. Brooks retired from the firm in less than a year and Schafer moved to 276 Clark street. In 1863 he abandoned manufacturing and, moving to 182 Clark street, continued to do a wholesale and retail business. He retired from the business early in 1864.

George H. Brooks was originally a wholesale grocer and made considerable money in that business. He became a partner of Charles Schafer, 204 Randolph street, in November, 1854. The firm was known as Chas. Schafer & Co. The firm was dissolved in 1858. In 1859 he purchased from Francis W. Hickman his interest in the firm of Sassaman & Hickman and the firm became Sassaman & Brooks. In 1861 he retired from the firm and went into business by himself at 77 Randolph street. In 1863

This is Uncle Joe—the Candy Man.



JOSEPH B. HELLMANN

JOBGING CONFECTIONER

FINE CHOCOLATES

BON BONS AND PENNY GOODS A SPECIALTY

44 LEXINGTON STREET, - CHICAGO, ILL.

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he retired from the confectionery business, but in 1870 he purchased the interest of C. W. Sanford, deceased, in the firm of C. W. Sanford & Co., and the name of the firm was changed to Brooks & Neemes. He retired from the firm on January 1, 1879, and entered into partnership with Louis F. Haehnlen at the corner of Michigan avenue and Lake street, the firm being known as Brooks & Haehnlen. In 1882 the firm moved to 9 to 15 River street and in 1885 Haehnlen retired and the business was run as Geo. H. Brooks. In 1886 he retired from the business.

Edward H. Scanlan acquired his first experience in the candy business while working as a clerk for J. P. Heth, a manufacturing confectioner on Clinton street, near Madison, in 1854. In 1855 he opened a factory for himself at 109 North LaSalle street (now LaSalle avenue) and in the fall of 1856 he went into business with a man named Lonnergan, at 14 Clark street, the firm being known as Lonnergan & Scanlan, Scanlan manufacturing the goods at the LaSalle street factory. The firm of Lonnergan & Scanlan was dissolved in 1857 and in 1858 Scanlan opened a retail store at 18 South Clark street, still continuing the factory on LaSalle street. In 1860 he moved his factory to 172 North Wells street, and in 1861, he took in a partner, P. L. Garrity, and the house was known as "The Great Western Candy Factory." In 1864 the office and factory was removed to 47 State street. In 1866 the firm of Scanlan & Garrity was dissolved, Edward Scanlan joining his two brothers, Michael and Mortimer, who had been engaged in the manufacture of candy at 138 South Water street. The firm of Scanlan & Bro. was established in 1861 at 138 South Water street and consisted of Michael and Mortimer Scanlan. In 1865 another brother, John F. Scanlan, joined the firm, and in 1866 Edward entered the firm and Mortimer retired, and the name was changed to Scanlan & Bros. In the meantime P. L. Garrity went into business alone at 39 Randolph street, removing in 1869 to 33 and 35 River street, where he was burned out in the great fire. He did not resume business after the fire. In 1869 Levi J. Colburn entered the firm, buying out the interest of Michael and the firm then consisted of Edward and John F. Scanlan and L. J. Colburn, and was known as Scanlan Bros. & Colburn, and the busi-



Robert H. Fish

ness removed to 78 State street. In 1870 Edward Scanlan retired and the name was changed to Scanlan & Colburn. In 1887 Edward Scanlan opened a factory at 45 South Jefferson street, but retired the following year. In 1871 J. L. Colburn bought out the Scanlan Brothers and the firm was known as L. J. Colburn & Co., although Colburn had no partner. The Scanlan brothers all retired then from the confectionery trade.

Levi J. Colburn made his debut in the confectionery business when he bought out the interest of Michael Scanlan in 1869 and entered the firm of Scanlan Bros. & Colburn at 138 South Water street. In 1871 he bought out the brothers Edward and John F. Scanlan at 78 State street and here he remained until burned out October 9, 1871, in the great Chicago fire. Immediately after the fire he started a factory at 128 North May street and opened a retail store at 638 West Lake street. In 1874 he removed to 67 Randolph street, where he remained until 1876.

As previously stated P. L. Garrity went into business with Edward Scanlan at 18 Clark street in 1861, removing in 1864 to 47 State street, where the firm was dissolved in 1866. He immediately went into business by himself at 39 Randolph street. At this time M. L. Barrett was employed by him as a bookkeeper. In the spring of 1869 he moved his factory to 33 and 35 River street and in 1870 opened a store at 121 Monroe street. He was burned out in the great fire of 1871 and did not resume business for some time. In 1874 he opened a store at 100 Van Buren street, where he remained until 1876, when he removed to 200 Clark street. In 1879 he again went into partnership with Edward Scanlan at 23 Lake street, but the firm went out of business in 1880. He died September 25, 1900.

John F. Scanlan is in the employ of the Government with an office at 854 Custom House, and his brother Mortimer is in the county clerk's office.

James C. Simm was born in Oban, Scotland, in 1832 and came to this country in 1848. In March, 1856 he entered into the manufacture of confectionery at 92 West Randolph street under the firm name of James C. Simm & Co. In 1861 he moved to 34 West Randolph street and on May 1, 1862, moved to 128 Dearborn

SPECIALTIES

Fine Chocolates
Pail Goods
Penny Goods

ZENITH

ALWAYS THE SAME

The Jobber's
Favorites. . .

American Chocolate Confection Co.
123-125 La Salle Av., Chicago.

street. He moved to 42 State street in 1870 and here he carried on a large and lucrative business until burned out in the great fire of October 9, 1871. Mr. Simm was the first manufacturer to place really fine goods upon the Chicago market. Immediately after the fire Mr. Simm leased the premises at 694 Wabash avenue and in 1873 he moved to 56 State street, where he remained until 1883 when he retired from active business. He died in March, 1904, at the home of his son, Frank J. Simm, 3618 Michigan avenue.

Louis F. Haehnlen started in the wholesale and retail candy business at 92 West Randolph street in 1865, and here he remained until 1870, when he removed to 114 West Madison street. In 1872 he started in to manufacture and wholesale and took the store adjoining at 116 West Madison street. In 1874 he removed to 42 South Water street and in 1876 he took in as a partner Wm. Chalmers, and the firm name was changed to L. F. Haehnlen & Company. In 1877 Mr. Chalmers sold out his interest in the firm to Wm. R. Stevens and the company removed to 83 Michigan avenue. In 1880 Wm. R. Stevens sold out his interest in the firm to Geo. H. Brooks and the firm name was changed to Brooks & Haehnlen, and in 1882 the firm removed to 9, 11, 13 and 15 River street, and in 1885 Louis F. Haehnlen, retiring, sold out his interest to Mr. Brooks, who continued business until 1886 under the name of Geo. H. Brooks.

Upon his retirement from the firm of Brooks & Haehnlen, Mr. Haehnlen started in business for himself at the northeast corner of Madison and Canal streets, and later on he moved his plant to Belvidere, Ill., and still later to St. Louis, where he is still in business at 317 South Seventh street.

In 1856 O. Page came on from Boston, where he had been engaged in the confectionery business and entered into business with O. G. B. Sleeper. Mr. Page brought out some new things, among them being what was known as pipe and star candy. This candy was made in the form of pipes and stars with a hole through the stick, was hard and brittle and flavored with peppermint, winter-green and cloves. It met with a ready sale from the start. O. Page & Co. was the title of the concern and they occupied a store



Frank Pilgrim

WE DO NOTHING BUT
CURE COLDS.



WEE
MACGREGOR
Cough Drops
MACKENZIE

THE ROBERT F. MACKENZIE CO.,
CLEVELAND, O.

OLD HICKORY

NUT NOUGAT

CHOCOLATE

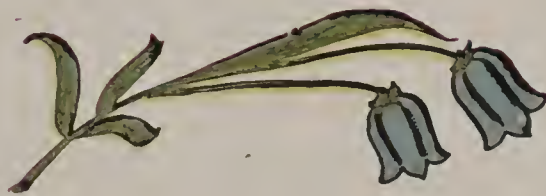


PECAN

CREAM

BAR

SUNBEAM KISSES



BLUE BELL BRAND

ITALIAN CREAM

at 17 Clark street, under the St. Charles Hotel, and had a factory in the alley at the rear of McVicker's theater. J. B. Hennigan acted as foreman for the concern.

In the fall of 1858 O. Page & Co. sold out to Hennigan, who removed the factory to 193 South Water street. In 1862 Hennigan took in Nick. Crickard and the firm was known as Hennigan & Crickard. In 1866 Hennigan retired and the firm was known as N. Crickard & Co., though Crickard had no partner, and at this time Martin Dawson was bookkeeper for the concern.

Mr. Crickard died in 1868 and Martin Dawson succeeded to the business, forming a partnership with M. Shields, the firm being known as Dawson & Shields and located at 17 Clark street. This firm carried on a very successful and lucrative business until burned out by the great Chicago fire of October 9, 1871. After the fire the firm resumed business at 83 South Green street and in 1873 moved to 229 Randolph street, where they remained until 1875, when they moved to 43 and 45 State street and in 1878 the partnership was dissolved. Mr. Dawson then went into business at 28 Lake street and in 1879 he moved to 211 State street, where he remained until October, 1883, when he moved to 214 and 216 East Kinzie street. In 1889 the name of the firm was changed to Martin Dawson & Co. and in 1895 was incorporated as Martin Dawson Co. and moved to 1520 State street. Martin Dawson was born in Ireland in 1845 and came to Chicago with his parents in 1852. He has always been identified with the confectionery business and was at one time secretary of the National Confectioners' Association.

In 1857 a small manufacturer, C. H. Meyer, had a factory on West Randolph street, near Canal, and Hess Bros. were also manufacturing candy on West Randolph street. In 1858 Meyer sold out to Hess Bros. and went to work for Sassaman & Hickman.

Francis W. Hickman, as related above, first engaged in the manufacture of candy in 1854, when he went into partnership with Charles Sassaman at 47 Randolph street. He sold out his interest in this firm to Geo. H. Brooks in 1859 and went into business by himself at 178 State street, where he remained until 1861, when he went out of business.



Though many seek to imitate,
With style and name of close relate,
The taste is what all others lack—
It's only found in "Cracker Jack."

RUECKHEIM BROS. & ECKSTEIN
CRACKER JACK AND CANDY MAKERS
CHICAGO, U.S.A.

A FULL LINE OF

**STAPLE GOODS, CHOCOLATES,
PENNY GOODS AND PAIR
SPECIALTIES.**

Write for samples and prices.

S. M. Seeley acted as an agent for a number of manufacturing confectioners during the years 1859 and 1860 at 18 South Clark street. Francis Anderson was located for a few years at 166 North Clark street.

The wagon man was a very important factor in the building up of the confectionery trade of Chicago. He it was who induced small tradesmen who sold notions, stationery, tobacco, etc., to put in lines of candies. And he is to-day one of the greatest factors in the business. Buying as he does, from the manufacturer and wholesaler, and distributing to all parts of the city, he is not only a great convenience to the manufacturer but the retailer as well, and many of our most wealthy and enterprising manufacturers owe their success to these hard-working and honest tradesmen, who, regardless of weather, work from twelve to fourteen hours a day. Andrew Drechsler did a jobbing business in 1859 at the corner of Milwaukee avenue and Reuben street (now Ashland avenue), and was the first man to run an independent wagon. Henry Joost did a retail and wagon trade at 108 West Lake street in 1861 and continued jobbing to 1884. Geo. Morris, at 169 State street, remaining in the business to 1900, his last place of business was at 360 West Twelfth street, near Morgan street. Henry K. Safford, manufacturer, at 47 Clark street, and Alfred P. Thorp & Co., at 8 South Jefferson street. Thorp moved to 92 West Randolph street in 1862, where he remained for three or four years. S. E. Sylvester started manufacturing at 217 South Halsted street and ran a wagon until 1864, when he went to Canada, returning in 1866, and ran a wagon for several years, manufacturing again at 15 Blue Island avenue in 1870. In 1877 he went to work for John Kranz as city salesman and continued there until 1882, when he went into business for himself until 1886, when he retired. Charles Michaels ran a wagon from March 1st, 1862, to June 12, 1865, when he was killed by a fire engine. In 1863 Wesley Beechler started manufacturing at 132 Dearborn street in March and remained there until burnt out by fire October 9, 1871. After the fire he went into the tobacco business. Frank Peoples ran a wagon for a few months for Wesley Beecher and in the fall of 1863 went into business for himself. Mr. Peoples was quite prominent as a jobber, and did a good business; was treasurer of



Albert Fayette

the Confectionery Agents' Union during its existence, remaining in business to the time of his death, on November 20, 1900.

C. W. Sanford was a native of Ottawa, Ill., where he carried on quite a business as a manufacturing confectioner, prior to 1863, shipping his product to all the small towns of Illinois and Missouri. At this time competition was very keen in the candy business and Mr. Sanford soon found he was losing trade to Chicago merchants, as the dealers in small towns preferred to make occasional trips to Chicago to buy their goods, rather than purchase them from a manufacturer in a small town like Ottawa. In the early spring of 1863 he therefore packed up his stock on hand, his kettles and tools and shipped them to Chicago, locating at 179 Randolph street, and the first traveler who went on the road for him was C. F. Gunther.

On May 1, 1865, he moved to 38 Randolph street. He employed John C. Neemes as a manager and did a very large business during the next two years. He died in the fall of 1870 and the business was continued by Brooks & Neemes. Sanford was the first manufacturer of candy in Chicago to use steam power and also was the first to introduce terra alba into the goods.

Charles Frederick Gunther, whose name as a manufacturer of candies, is known from one end of the country to the other, was born in Wildberg, Wurtemberg, Germany, on March 6, 1837. His parents came to this country when he was but five years of age and after spending a few years in Pennsylvania, settled in Peru, Ill., in 1850. When but fourteen years of age he served as a clerk in a country store and later went to work in a drug store where he gained quite an insight into the art of pharmacy. Later he became manager of the postoffice at Peru, and still later entered a banking house, where he remained for about five years. In 1860 he moved to Memphis, Tenn., and entered the employment of a prominent firm dealing in ice in that city. War breaking out shortly after, his employers entered the Confederate army and left him without employment and, in fact, means of escape from the city. Finally Mr. Gunther accepted the position of purchasing agent and purser of the steamer "Rose Douglas," then in the Confederate service. His life while acting in this capacity was anything but peaceful and his

BERRY'S

Berry's famous specialties, renowned
for their purity, sold to jobbers.

**Genuine Chocolate Dipped
Nougat.**

**Full Cream Chocolate Dipped
Caramels, 200.**

**Molasses Taffy in pans or
bars.**

**Full Cream Caramels, in pans
or 5# boxes.**

**Peanut Brittle in 10¢ pkg. and
3# and 5# boxes.**

TRY A SAMPLE CASE OF OUR GOODS.

**NEW FACTORY 232-34-36 W. CONGRESS STREET,
CHICAGO.**

adventures were many. Finally the "Rose Douglas" was blockaded in the Arkansas river by the Federal gunboats and Mr. Gunther, together with the crew, was captured at Van Buren, Ark. After a while he was exchanged and making his way north, he finally reached Peru.

Shortly after his return north he secured a position in a Peoria banking house, which position he resigned later to accept one as a traveler for the Chicago confectioner, C. W. Sanford. Packing his samples, he made his first trip in the fall of 1863, visiting the principal cities of the South as well as those of Ohio, Michigan, Indiana, Illinois, Kentucky and West Virginia. He next entered the employ of a wholesale grocery house, but the line was not to his taste and he entered the employ of a New York confectionery house, which he represented in the New England, Middle and Western states. In the meantime, Mr. Gunther had traveled extensively in Europe and Asia and had a knowledge of how these people prepared confections and, combined with what he learned of the business while representing manufacturers of confectionery on the road, made him finally decide to enter business on his own account. Accordingly, he opened a factory and store at 125 Clark street in the fall of 1868. He originated and introduced caramels, which have been a staple product of all factories ever since. The great Chicago fire of October 9, 10 and 11, 1871, destroyed his store and factory and left him almost without resources. Nothing daunted, however, he immediately took steps to re-establish his business and finally opened at 78 Madison street, under McVicker's Theater. Here he remained for a great many years, his business constantly increasing, and in 1886 he erected the building at 212 State street, which is a model both as a retail store and factory.

John C. Neemes was a pioneer in the confectionery business and was known throughout the United States. He was born in Poultney, Vt., in 1839, and came to Chicago in 1856. In 1865 he was engaged as manager by C. W. Sanford, whose business was located at 38 Randolph street, and under his able management the business grew steadily. Mr. Sanford died in the fall of 1870 and Mr. Neemes, who became a member of the firm in the spring of that year, entered into partnership with Geo. H. Brooks, suc-



A. E. Abbs, President Chicago Jobbing Confectioners' Association.

ceeding to the business under the firm name of Brooks & Neemes on January 1, 1871, Mr. Brooks having purchased the Sanford interest. The firm was burned out in the great Chicago fire of October 9, 1871, but resumed business immediately at Lake and Peoria streets, and was the first candy factory in Chicago after the fire to employ steam power. The firm did a very large business and on January 1, 1874, moved to 28 to 32 Michigan avenue, but on January 1, 1878, Mr. Brooks retired from the firm and the name was changed to John C. Neemes & Co., Mark S. VanDuzen and William Leimert entering the business. Mr. Neemes continued to do business under the name until January 1, 1892, when VanDuzen and Leimert withdrew and Edward F. Holmes entered. The firm failed January 10, 1896, and went out of business. Mr. Neemes accepted the Chicago 'agency' for E. Greenfield's Son & Co. of New York in February, 1897. He died March 16, 1902, of cancer of the stomach, after a lingering illness of several months, leaving a wife and four children, Mrs. John V. Berg, John C. Neemes, Jr., Mrs. John E. Coleman and Mrs. Samuel E. Hibben.

William Leimert is at present foreman for "Berrys" in their new factory.

M. E. Page was a pioneer whose name was well known to the entire confectionery trade of the United States for many years. Mr. Page was by trade a carpenter. His wife was an active and ambitious woman who had a retail confectionery store at 180 Clark street, the southwest corner of Monroe, where the Ft. Dearborn building now stands. In 1864 she started to manufacture her own candies and succeeded so well that her husband gave up his business as a carpenter and took up that of candy making. In 1866 he opened a factory at 117 South Water street, continuing the retail business at 180 Clark street. In 1869 he gave up the retail store and devoted his entire time to manufacturing. In May, 1867, his factory was burned out and he started immediately after at the same location under the firm name of M. E. Page & Co., although he had no partner. On January 1, 1869, the firm moved to 20, 22 and 24 Michigan avenue, and Rufus P. Pattison purchased an interest in the firm. Here they were burned out for the second time in May, 1871. They immediately rebuilt, only to be

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Italian Cream and
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FINE SHERBERT PENNY GOODS.

Manufacturers of the well known
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burned out for the third time in the great fire of October 9, 1871. After the fire they resumed business at 55 South Green street, where they remained until January 1, 1874, when they moved to 211 and 213 East Lake street. Here their factory was seriously damaged by fire in the summer of 1890 and the firm failed in business shortly afterwards. On August 18, 1890, a stock company was formed under the name of the M. E. Page Confectionery Company. In the meantime Mr. Page had withdrawn considerable of his capital to invest in green houses which he was interested in on the northwest side and this business not proving profitable he lost the most of his fortune, which at one time was quite large. Mr. Page had no connection with the new corporation except in name. The officers were Josiah Cratty, president; Thos. J. Bolger, vice president; Stanley W. Davis, secretary, and John J. Zimmerman, treasurer. The stock company failed and went out of business on August 18, 1897. M. E. Page, who is now in his seventy-third year, is a well preserved and remarkably young looking and active man and is engaged in running a plantation opposite Ft. Morgan, Ala. Milton E. Page was born in Maine in 1832, his father, Samuel Page, being one of the early settlers of Chicago, as he came here in 1833. He died in 1849. In 1868, M. E. Page was married to Miss Dora St. George of Milwaukee, who died January 24, 1885, leaving five children, Milton E. Page, Jr., Walter Henry, Albert G., Laura O. and Francis Virginia.

Robert H. Fish first started in the manufacture of candies at 275 Randolph street in 1864. On May 1, 1865, he moved to 257 W. Randolph street and in 1867 to number 325 on the same street. Here he carried on both a wholesale and retail trade and manufactured ice cream for the trade. In the fall of 1870 he purchased the building at southeast corner of Aberdeen and Madison streets, and during that winter negotiated with Carson, Pirie & Co. who finally purchased the lease, paying Mr. Fish a bonus of \$2,500. Mr. Fish put up a building at 304 Madison street, and moved into it in September, 1871. Here he remained until May 1, 1879, when he leased the building and moved to 530 West Madison street. He sold his building at 304 Madison street in 1883 and erected a new building at 528 West Madison street. During his connection



A. F. STIEGER
1st Vice President, Chicago Jobbing Confectioners Association.

with the trade Mr. Fish was known as a good business man and manufacturer of fine goods. He was one of the first manufacturers in the trade to put wagons on the street and at one time had quite a large and profitable trade. He retired from business in 1898. He is seventy-six years of age.

In 1864, Wichelmann & Odlin started the manufacture of home-made candies and popcorn at 148 Dearborn street. The firm moved in 1868 to 273 Madison street, remaining there until burnt out, October 9, 1871. In 1872, Fred A. Wichelmann started at 277 Madison street and remained there until November, 1884, when he retired.

S. R. Jefferson began the manufacture of candy in 1865, when he and Edward Moran purchased the business of Charles Sassaman, the firm being known as S. R. Jefferson & Co., and located at 92 West Randolph street. In 1866 Edward Moran retired from the firm and was succeeded by James Reed and the firm name was changed to Jefferson & Reed and the factory removed to 159 South Clark street. In 1868 Jefferson sold out his interest in the firm to a man named Morgan and the business was moved to 48 West Randolph street and went out of business the next year. Jefferson opened a retail store at 324 West Madison street in 1870 and in 1873 removed to 150 South Halsted street, where he continued for a number of years.

Frank Pilgrim was a well known figure in the confectionery business for a number of years. Mr. Pilgrim was born in Holland in 1835 and came to this country at an early age, settling in Detroit. Here he and his brother carried on a manufacturing confectionery business for some time. In 1865, Mr. Pilgrim becoming impressed with the future possibilities of Chicago, came to this city and started a factory at 636 West Lake street. On January 1, 1868, he removed to 134 West Randolph street, taking in as a partner V. Van Mareck, a fellow countryman, the firm being known as Pilgrim & Van Mareck. This firm continued for two years, when Mr. Van Mareck retired and Mr. Pilgrim removed to 256 Milwaukee avenue, where he continued business until May 1, 1875, when he sold out and went to work for John Kranz. He remained with Kranz until the fall of 1888, when he entered the employ of Albert Cureton

A. E. ABBS & CO.



A. E. ABBS



R. MARUGG

30 PARK AVENUE

Jobbers of all kinds of
FINE CONFECTIONERY

Your wants and orders will be promptly
attended to.

with whom he stayed for five years. In 1893 he went with John C. Neemes & Co. and remained with that concern until its failure in 1896. Mr. Pilgrim then practically retired from the candy business. During his connection with the trade he put upon the market a number of novelties, the most successful of which was Pilgrim's Chewing Candy, which had a very large sale at one time.

Frank P. Dodd in August took up the business of jobbing and remained at it until 1875.

R. J. Campbell manufactured candies at the southwest corner of Lake and Paulina streets and did a very fair business, employing Lawrence E. Lent and Frank Ferneough as city salesmen. Mr. Campbell died in 1875 and the business was closed out in 1876.

Adolph Georg was born in Germany in 1844 and came from a candy-making family. He landed in Milwaukee in 1852, together with his brothers, Henry and William. Mr. Georg arrived in Chicago February, 1859, intending to start in the candy business, but at the outbreak of the Civil War in April, 1861, he enlisted in the service of the United States and served until 1864. Upon returning to civil life he went to work for Sanford, near the Briggs House, and moved with him to a new building erected by Sanford & Co. for a candy factory and store. This was the largest establishment up to that time which had been erected for candy-making purposes. Mr. Georg afterwards entered the service of Chested at 31 North Clark street, thinking he could improve himself much more advantageously in a smaller place than in a factory running with steam power.

Finally Mr. Georg thought that trading was better than working at the manufacturing business, so he bought himself a horse and wagon and sold candies and confections to every one that was able to pay for it during the year 1866. He also was the owner of a bakery business at 207 North Wells street, which it was his intention to refit into a candy shop, when the great fire of 1871 put an end to his plans. After the great fire Georg started a confectionery store at the North Side Turner Hall, besides being a manager of the hall from 1873 to 1895, when he engaged in the importation of German wines at 164 Randolph street. Mr. Georg sold out his jobbing business to Geo. G. Merrill in 1873.



Joseph B. Hellmann, 2nd Secretary, Vice-President and Chairman executive committee Chicago Jobbing Confectioners' Association.

In 1866 Michael Dwyre was in the jobbing business, from May, 1866, to May, 1872, when he went into the grocery business.

Albert Fayette, one of the noted figures in the jobbing business, was born at Albany, Wis., in 1849, and served as a soldier in the Civil War. At the close of the war he drifted to Chicago and into the candy business, working for L. F. Haehnlen as city salesman until January 1, 1869, when he went into business for himself. At the formation of the Confectionery Agents' Union he became president, and on the formation of the Jobbing Confectioners' Association he was also the first president and one of the incorporators. On the formation of the National Association he was first vice-president, and was treasurer of the Chicago Association for several years. He died in 1899 and was succeeded by his sons, Charles E. and Albert, who are still in business and, like their father, take an interest in association matters.

Lawrence E. Lent was born at Belle Isle, N. Y., on January 11, 1845, and was in the employ of Robert H. Fish from the spring of 1865 to May 1, 1868, when he was employed by R. J. Campbell as city salesman, Mr. Lent having to pick up the greater portion of his trade. He remained with Mr. Campbell until May 1, 1872, when he had a wagon built and went into business on his own account. In the year 1879 he formed a partnership with a Mr. Hoffman at 799 West Madison street, which was dissolved the same year, Mr. Lent immediately going into business again and has been jobbing candies ever since. He is treasurer of the Jobbing Confectioners' Association, chairman of Committee on Arrangements and a member of Finance Committee of the convention. He resides at 811 Warren avenue.

P. H. McGreevey started in the fall of 1869 and ran a wagon continuously until 1872, when he retired and was succeeded by his son, H. McGreevey, who still continues the business.

O. Hoeckzema started out with a wagon in the fall of 1869 and continued the business until 1904, when he sold out to F. F. Krause.

Henry DeYoung started with a wagon in 1869 and ran it until 1878, when he sold out to O. Joost, who retired in 1884.

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Sutnam
Chocolates

ARE MANUFACTURED

They are delicious "BITTER
SWEET" and a big seller.

¶ A full line of Novelties in
new penny goods always on
hand. : : : :

GOTTMANN & KRETCHMER.

Mathes & McIntyre did a wholesale business at 108 Dearborn street in 1869 and were succeeded by E. B. McIntyre in 1870, who was burned out in 1871 and did not resume business.

Patrick Shields began jobbing this year and after a few years dropped it to run a hotel.

W. Gould started in the home-made candy and popcorn business at 141 South Jefferson street and in 1873 moved to 148 South Water street, where his son Edward succeeded him, afterward moving to 10 South Paulina street, where he retired on account of ill health in 1885.

In 1870 E. J. Lewis went into business as manufacturer, at 290 State street, and, after the fire, at 686 State street until 1874, when he moved to Robey and West Lake street and retired in 1882.

R. Link, manufacturer, started at 191 East Washington street and was burned out and did not resume.

H. Alexander & Co. started up at 14 State street on January 1st, and began selling candies at a very low figure, had circulars distributed all over Chicago and suburbs and did so much business that they failed, and were succeeded by M. Nathan & Co., who were burned out and did not resume business.

Louis Hammer of 112 North Wells street went into the jobbing business in February and continued up to the great fire, Oct. 9th, 1871; was burned out and did not resume business.

Alpheus H. Pike was employed by Robert H. Fish as city salesman and went into the jobbing business shortly afterward on his own account. He was a prominent figure in business, was vice-president of the Confectionery Agents' Union, and held the same position in the Jobbing Confectioners' Association. Mr. Pike was a man that always pushed himself forward to assist in anything that was likely to benefit the business, and was always a consistent opponent of everything that was unfair. He died very suddenly in 1893.

John Kranz has been one of the most successful manufacturers of confectionery that Chicago has ever had and this success is largely attributable to the fact that his goods have universally been of a high grade. During the early seventies large quantities of *cheap candy* were placed upon the market and prices were cut right



CHAS. BRANDENBURG
Recording Secretary, Chicago Jobbing Confectioners Association.

and left. The aim of the manufacturer seemed to be to give as much as he possibly could for the money. This state of affairs soon led disastrous results and a number of makers of cheap goods had to retire from the business. John Kranz had his own ideas about these cheap goods and refused absolutely to enter into competition with them. On the other hand, he kept improving his product and asking a higher price for it. The result was that the wagon man and the retailer were both able to sell his goods at a fair profit and he built up a sound and ever-increasing business.

John Kranz was born in Germany in 1841 and came to this country when comparatively young, and settled in Philadelphia, where he learned the trade of candy making in a first-class establishment. In 1869 he moved to Chicago and in 1870 began the manufacture of candy at 285 South Halsted street. In 1871 he moved to 115 Blue Island avenue and started out two wagons. His business gradually increased, and in 1873 he moved to 78 and 80 State street. Four years later he purchased the property at 74 and 76 Randolph street, which he still uses as a factory.

D. W. Mills, afterward congressman, started to manufacture at 30 West Lake street, and in 1873 abandoned business for politics, wherein he was more successful.

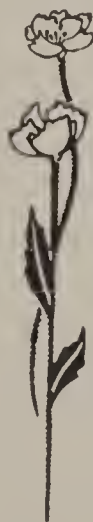
Davie & Carr started in manufacturing specialties at 298 North Wells street, where they were burned out, resuming again for a few months in 1872.

C. Pape started in business at 4133 Forrest avenue, in April, 1870, and sold out his tools and stock to William Tormoehlen in October, 1877.

William Tormoehlen started in business at 177 Forrest avenue in 1877 and in 1884 he admitted his son, Bernhardt, into the firm and the business was removed to 2808 State street, where he finally retired from business, and after a short intermission his sons, William F., Edward and Frederick, formed the firm of William F. Tormoehlen & Bros., and started in business at 164 South Desplaines street. On October 1, 1888, the firm name was changed to Tormoehlen Bros., and this firm was succeeded by George & Charles, who moved to 108 and 110 West Adams street, selling out to The National Candy Co.

Compliments of

National Candy Company



Albert Cureton was born in Schenectady, N. Y., on Feb. 7, 1851. His first experience in the candy business was when he went to work for James C. Simm, in July, 1863. Later he was with C. W. Brackett. In 1864 he engaged in other pursuits, but in 1870 he engaged in the home-made candy business at 114 West Huron street and started out a wagon building up a trade on the West and Northwest Sides of the city. On Sept. 30, 1872, he formed a partnership with his brother, W. H. Cureton, the firm being known as Cureton Bros. The firm was dissolved on June 7, 1875, and Albert Cureton started at 683 West Lake street, and on May 1, 1877, moved to 353 West Madison street. He went out of business on May 1, 1878, and was employed by John Kranz as a city salesman from June 1, 1878, to October 1, 1880, when he purchased a horse and wagon and again went into business for himself. He began manufacturing candy again at 613 West Lake street in September, 1887, and on Oct. 5, 1891, moved to 128 West Van Buren street. Here he remained until July 1, 1893, when he moved to 559 Ogden avenue, where he dropped manufacturing and confined his attention to his wagon business. He sold out his wagon on Dec. 1, 1895, and embarked in the prize and specialty business at 967 West Polk street, where he is located at the present time. He has been prominent in associations, having been president of the Confectionery Agents' Union, an incorporator of the Jobbing Confectioners' Association, and president of that body; the organizer of the National Jobbing Confectioners' Association, and its first secretary; is chairman of the entertainment committee, and member of the transportation and finance committees of the national convention.

William H. Cureton started to manufacture home-made candies in June, and continued to Sept. 30, 1872, when he became a partner of his brother, Albert. This firm was known as Cureton Bros., and was dissolved June 7th, 1875. He remained in the jobbing business to Jan. 1st, 1888, and is now running a United States mail route at Mammoth, Arizona.

John Saul started manufacturing candies at the northwest corner of Green and West Lake streets and put two wagons on the road. He remained in business to July 1st, 1875, when he went to Sacramento, California, to carry on the same business.



HENRY L. PELLER
Financial Secretary, Chicago Jobbing Confectioners Association.

Puzzo & Baccigalupi began the manufacture of cocoanut goods on Chicago avenue, near Wells street, and were burned out in the great fire. They resumed and did some business up to 1873.

Robert Candy started in business May 1, 1870, at 644 West Lake street, and in 1872 admitted his brothers, Thomas and Sydney, as members of the firm. In 1873 Robert and Sydney moved to Columbus, O., where they still continue in the business, with a branch at St. Louis.

Thomas Candy moved to 136 Twenty-sixth street, Chicago, and engaged extensively in the manufacture of tablets, buttercups and cough drops. He moved to 1522 West Lake street in 1894, but retired from business the next year.

The variety of candies manufactured in Chicago prior to 1870 were very few in number and can be roughly summed up as pulled stick candy in mint, wintergreen, lemon, clove, sassafras, wild cherry, cinnamon, rose, spearmint. Then there was the O. K., star and flag candies, braid sticks of strawberry, maple, vanilla and pineapple; clear sticks, such as horehound, anise, cherry and lemon; jujube in sheets was almost out of date by 1870 and hard gum sticks had taken their place. Other goods upon the market were cocoanut cakes, black crook, hay stacks, wine and cordial drops and bottles, peanut and cocoanut sticks, and jelly babies. Machine drops and hard goods were made then as now, but were in greater variety. Lozenges at first were molded but at this time were cut and printed by hand entirely. Burnt almonds and goods of that class were made but not in quantity, while chocolate drops were of a very poor quality and varnished to keep them from spoiling. Sugar at this time was worth 12½ cents a pound and the prices of candy to the retailer will be very interesting to the present day reader. Cocoanut cakes were 25c a pound, stick candy 45c per package, lemon drops 90c per 5-lb. box, lozenges \$1.25 a box, common mixed candy 90c a box, chocolate drops \$1.20 a box, rock candy in cases 21c a pound, in boxes 25c a pound. Loaf sugar toys were 20c a pound, common licorice sticks \$1.25 a box, A. B. gum drops \$1.00 per box. Penny goods, 100 in a box, generally sold at 65c a box, cordial drops and bottles \$1.25 a box. Pearled cloves \$1.50 per box, cinnamon imperials \$1.20 a box, lemon and moss

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squares \$1.20 a box, jujube paste sold at \$2.00 for a 7-lb. box, musk lozenges \$1.65 a box, burnt almonds \$1.50 a box. Chewing pipe, which, by the way, had a great sale at this time, was sold at \$1.75 a box, stretching gum sold at 50c per box, 100 to box, spruce gum at the same price. White mountain gum at 40c a box, popcorn balls at 50c a hundred, St. John's bread at 8c a pound. Paper bags were sold at 30c a hundred; maple sugar at that time was cheaper than cane sugar, being worth 8c per pound.

The item of wages is another one which may be of interest to the present day candy maker. In 1870, generally speaking, candy makers received \$12.00 a week, helpers \$4.00, girls and small boys \$2.50 a week. At this time jobbers were supposed to buy back the empty boxes from their customers, allowing them three cents each, if clean, and it was a perpetual nuisance and a source of dispute between the retailer and jobber, the retailer always claiming that his boxes were clean and the jobber often had to pay the price and throw them away after having left the store, they being useless to the manufacturer.

The Rueckheim brothers are probably as widely known throughout the United States as any persons connected with the confectionery business of Chicago and while to-day their business is a vast one, their beginning was quite small and it was only their persistent and hard work, combined with the exceptional quality of the goods which they have always manufactured, that has placed them where they are to-day.

F. W. Rueckheim and his brother, Louis, began business in a humble way as manufacturers of pop corn products in 1871. They did not manufacture candy until about 1875, when they were so fortunate as to secure the services of Cal Boynton, who was an expert in inventing new and salable confections. In 1875 they had four wagons on the road and had quite a business, as well, with the wagon jobbers. In 1879 they opened a factory at 98 Van Buren street under the firm name of F. W. Rueckheim & Bro. In 1880 their business had so increased that larger quarters became a necessity, and accordingly they moved to West Van Buren street, near Canal, and were burned out there in 1885. In 1886 the factory was restarted at 266 and 268 South Clinton street. In 1895 they



L. E. LENT

Treasurer and Chairman Arrangement Committee, Chicago Jobbing Confectioners Association.

moved to 261 and 265 South Desplaines street and in this year they brought out their favorite confection, "Cracker Jack," which to-day is probably the greatest selling pop corn product in the world. In January 1897, they brought out "the little brother to 'Cracker Jack,' " known as "Nut Cracker Jack." In 1897, needing more room, they rented also the store at 316 South Clinton street. In 1898 Paul Fernald became a member of the firm, but retired in 1899, and Henry G. Eckstein was admitted as a member of the firm and the name changed to Rueckheim Bros. & Eckstein. In 1903 they erected their mammoth new factory at the corner of Peoria and Harrison streets and moved to it in 1904.

Frank Dibble was employed as city salesman by Dawson & Shields and went into business for himself and ran a wagon to 1882, when he took charge of the jobbing department of Frank Field & Co., and afterward that of Smith & Hale. He is now on the road as a traveling salesman.

Simon Mulvaney was employed as a city salesman by Dawson & Shields from November 1, 1871, until 1875, when he started into business for himself. In 1878 he sold out his business to Matt Owens, who in turn sold out to M. C. Kretchmer, who is now a member of the firm of Gottmann & Kretchmer. Mr. Owens subsequently started into business for himself again and is still at it. The following manufacturers started up this year: Frank Schweinfurth, 206 South Park avenue; E. D. Warren, 135 Twenty-second street, and Winter & Gollman, 124 Dearborn street.

John H. Bowden started as a wagon jobber in 1872 and sold out Aug. 13, 1874, to H. Younker, who in turn sold out in May, 1876, to H. Landis, who went out of business in the fall of 1883.

Austin Walsh started out with a wagon in the spring of 1872 and the following spring sold out to Henry G. Leudtke, who continued to run the wagon until the time of his death, in May, 1891. His son succeeded him and continued until May 15, 1893, when he sold out to Henry Meisterling, who continued until May 1, 1894, when he told out to A. E. Abbs & Co., who still continue the business.

Lucien S. Oliver was another jobber who started up, but did not remain long in the business.

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60 packages in case, \$2.00. ALL JOBBERS.

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WESTERN CONFECTION CO.

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CHICAGO, ILL.

In this year S. Backman manufactured at 211 South Water street, where he remained until 1877, when he went out of business. Also McDonald Bros., 206 State street; in 1876 they took into partnership C. P. Stillman and the name of the firm was changed to McDonald Bros. & Stillman.

Charles Frederickson and John W. Enright, both of whom were well-known candy makers, started to manufacture candies at 15 North Clark street. The firm was known as Frederickson & Enright. The next year Frederickson withdrew from the firm, and Enright dropped manufacturing and went into the jobbing business, in which he has remained ever since.

John B. Cureton started jobbing this year and continued in business to Nov. 1st, 1893, when he sold out his business to W. M. Urbanck, who sold out in March, 1902, to Benda & Hynons, who do a large business at 1184 South Spaulding avenue. Mr. Cureton died July 10th, 1901.

Frank Ferneough was at first city salesman for R. J. Campbell, but bought out his business and continued to 1894, when he went into another line.

R. W. Dyball was a dealer in fruits and candies who did both a wholesale and retail business. He started in the wholesale candy business at 150 S. Halsted street in 1872, and in 1873 moved to 278 West Madison street. In 1879 he moved to 193 West Madison street. He retired from the business in 1883, went to Omaha and entered into business with Pycke Bros., as Pycke Bros. & Dyball.

C. Roth began the manufacture of candies at 83 Blue Island avenue in May, 1873, and was succeeded in business in the fall of that year by Peter Weber. Mr. Weber, upon the formation of Brooks & Haehnlen, became city salesman of that firm and remained with them in that capacity until they went out of business, when he started into business on his own account, and has been a jobber of candies ever since then.

Julius H. Schulz was employed as city salesman by John Kranz from 1874 to 1879, when he took his capital, and, together with Albert and Gustav Bunte, formed the firm of Bunte Bros. & Schulz, at 184 Indiana street. This firm did a large business. In October, 1879, Mr. Schulz withdrew from the firm and formed the firm



JOS. MEYER
Sergeant at Arms, Chicago Jobbing Confectioners Association.

of Buchholz Bros. & Schulz. This firm did not long remain in business. On its dissolution, Mr. Schulz went into business on his own account, jobbing candies, at which he still continues.

Peter Phillips started out with a wagon in 1874 and continued it intermittently until the time of his death, in 1904. Mr. Phillips was subject to attack of eye troubles, at which times he was totally blind.

Bunte Bros. & Spoehr started in the manufacture of confectionery at 416 State street in 1876. The firm consisted of Albert Bunte, Gustav Bunte, and Charles A. Spoehr. The principal business of Bunte Bros. & Spoehr for a number of years was selling to wagon jobbers, and had two wagons of their own, driven by Michael Kopp and Adam Schott, respectively, who had previously worked for John Kranz in a like capacity. In March, 1885, the firm moved to 73 and 74 West Monroe street and in 1896 they employed about two hundred hands. The firm was dissolved in 1877 and the Bunte brothers went to work for Kranz. C. A. Spoehr went into partnership with Charles Schwarz, the firm being known as Spoehr & Schwarz. On May 1, 1879, Albert and Gustavus Bunte and Julius Schulz formed a partnership and started a factory at 184 Indiana street. This partnership was dissolved in the fall of 1880, when the Bunte brothers again entered into partnership with Charles A. Spoehr and moved to 83 Market street. Charles Schwarz went to Minneapolis and engaged in business with Adam Schott. Ferdinand Bunte, another brother, who had been acting as a foreman for John Kranz, joined his brothers after they had gone into business for the second time with Charles A. Spoehr, in March, 1885. In fact, all three of the Bunte brothers and Charles A. Spoehr had worked for John Kranz at various times, Spoehr being identified with him from 1871 to 1876. Shortly after Ferdinand joined the firm, Albert Bunte withdrew and entered into business with George Frank, at the southeast corner of Fifth avenue and Jackson street, the firm being known as Albert Bunte & Co. In the following year the name of the firm was changed to Bunte, Frank & Co., and the factory moved to La Salle and Ontario streets. At the end of two years Albert Bunte withdrew and again went to work for John Kranz, where he still occupies the position of foreman. The firm name was

Something to Talk About

The Quality,
Appearance
and Value of

BORDEN'S MACHINE

· WRAPPED **CARAMELS**

Give you something to talk about—
make easier selling—and the
Caramels give better satisfaction
to your trade than the other kind.

BORDEN'S CONDENSED MILK Co.

CARAMEL DEPT.

NEW YORK

SEND FOR PRICES
AND SAMPLES

GOLD MEDAL
ST. LOUIS, 1904.

then changed to George Frank & Co., and is still doing business at the old stand.

M. L. Roberts, an employe of R. H. Fish, bought out his horse and wagon route early in the year and continued it to 1884, when he sold out to L. H. Kessler.

John Plottke began jobbing this year, and owing to a runaway accident in 1876, his wagon was so badly demolished that he went out of business.

J. Kuyvenhoven started as a jobber Feb. 1st and remained in business; is now at 517 Blue Island avenue.

Michael Kopp was employed by John Kranz at city salesman and afterward in the same capacity for Bunte Bros. & Spoehr, Spoehr & Schwartz, and C. A. Spoehr; went into business for himself in 1880 and was the organizer of the first Jobbers' Association in the United States the Confectionery Agents' Union; was a president of that body. With Anton C. Dreibus, he went to Omaha and formed the firm of Kopp, Dreibus & Co.. He withdrew from that firm and went to Salt Lake City, Utah, in September, 1888, and started a large manufactory, selling out to the Western Candy Co. on Nov. 1st, 1900, and is now largely interested in mining properties.

McDonald Bros. manufactured several specialties and built up a fair trade, transferring the business to Pittsburg in the fall of 1876.

Albert F. Slyder made his bow to the trade this year and was in business for a few months, when he became head salesman for John Kranz, afterward holding the same position at C. F. Gunther's; then embarking into business for himself for a few months, which he abandoned to take a position with Bunte, Frank & Co.; started manufacturing again in 1892 at 3203 Cottage Grove avenue, where he remained some years, finally selling out to the Slyder Candy Co.

George G. Merrill, who had been a salesman for Dawson & Shields, bought out Adolph Georg and was in the jobbing business from that time until his death, in 1881, when he was succeeded by his brother, F. A. Merrill.

Leonard H. Thomas began jobbing in 1874 and was very successful; was also engaged in many real estate deals which added materially to his income. He was a member of the Confectionery Agents' union, and also of the Jobbing Confectioners' Association.



A. E. BRUGGEMEYER
Chairman Finance Committee, Chicago Jobbing Confectioners Association.

At one time he left the business entirely and ran a meat market, selling out to Washington Smith. About two years afterward, he bought out one of the Harrington Company's wagons, continuing the business to August 1st, 1903, when he sold out to Frank Zech.

Joseph B. Murphy was for a short time a partner of Charles Sassaman at 200 South Clark street, then bought out the business, and in 1875 took in Walter Moss as partner, the firm being known as Moss & Murphy. Doctor Murphy sold out to his partner in 1877 and went back to his old profession. Moss went into partnership with Charles Sassaman and sold out to him in 1880, and John Hutchinson became a partner, buying out Mr. Sassaman, and went into partnership with Albert Jamison, moving the plant to 159 West Madison street.

Conley Bros. started to manufacture candies at 15 North Clark street in April, 1875. The firm continued for two years. Peter Conley, during a part of the time, ran a wagon and on the dissolution of the firm continued the business as jobber. He was one of the leading jobbers up to the time of his death. His business was sold to George Boose in 1893.

Gust. Koenitzer started as a jobber in May, and saw many of the ups and downs of the business during the time he was on a wagon, finally selling out to William H. Young, Jan. 5th, 1903.

John Berry, who had been with W. B. Brazleton & Co., started up a manufactory at 241 West Madison street, making goods principally for his retail trade, and kept adding stores until he had them in almost every section of Chicago. He also had the candy department in the Fair. His next venture was an ice cream factory in addition to his candy business. His main stores were located at 148 and 201 State street and 155 Madison street, and his factory was located at the northeast corner of Sangamon street and Washington boulevard. On his death, the business was managed by his son, S. Berry, and the manufactory was moved May 1st, 1905, to their large new building, 232 to 236 Congress street, west of Morgan.

Adam Schott was city salesman for John Kranz in 1876, and afterward with the Spoehr firm in its many changes, finally becoming a partner of one of the members of the firm, Charles Schwarz, going into business in Minneapolis as Schwarz & Schott. His wagon

NORRIS' BLUE RIBBON CHEWING GUM



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It's all the rage. Nothing has ever been produced to equal or compare with it. It aids digestion, sweetens the breath, preserves the teeth, clears the voice and quiets the nerves. Recommended by all singers and public speakers to be the best and purest in the market. Try it and you will be pleased.

Blue Ribbon Chewing Gum

Made in five flavors: PEPSIN, MINT, BLOOD ORANGE,
LICORICE, CINNAMON.

Use Blue Ribbon Gum, its merits try,
Strictly pure, none better you can buy,
Everywhere today this favorite brand is seen,

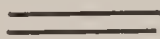
Blue Ribbon, monarch reigns supreme,
Look where you will, go where you may,
Unequal for flavor Blue Ribbon is today
Envy of competitors, by D. W. Norris sold,

Remember Blue Ribbon is worth its weight in gold,
In all first class stores, do not forget,
Best and largest, Blue Ribbon Gum you can get.
Boys' delight, ladies' friend, mankind's guide,
Old and young chewers it has satisfied,
No grit or dirt in Blue Ribbon Gum you'll find.

Get the best, bear D. W. Norris' Gum in mind,
Upon uniform quality you always can rely,
Make up your mind, Blue Ribbon is the
Gum to buy.

THE BEST GUM ON EARTH.

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Everywhere.



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MILWAUKEE

CHICAGO



Albert Cureton, Chairman of Entertainment Committee and
Organizer of N. J. C. A.

business was attended to by Hugo Meissner some time before his departure, and from July, 1878, Mr. Meissner went into business for himself.

August Leusch started a jobbing business on August 1st and was an officer of both the Confectionery Agents' Union and the Jobbing Confectioners' Association, selling out to Charles Brandenburg on August 1st, 1892.

Peter H. Schmitt was a city salesman for John Kranz from Nov. 2, 1876, to July 1, 1881, when he went into the jobbing business on his own account. He was for several years treasurer of the Jobbing Confectioners' Association; is still in business, residing at 1762 South Clifton Park avenue.

Richard J. Knapp added a line of candies to his bakery business, finally abandoning the bakery line; was afterward city salesman for Brooks and Haehnlen, and when that firm dissolved, went into business for himself and continued to job candies until the spring of 1899, when he sold out. He is now in the retail business at Robey street and Grand avenue.

Anthony H. C. Werres, like Mr. Knapp, was originally in the bakery business and began jobbing candies this year. He was one of the jolly men in the business, continuing on a wagon to 1885, when he sold out to take a position as a traveling salesman.

Charles Woehrle started manufacturing candies at 115 Blue Island avenue and remained there for some years. His son and namesake is still jobbing candies.

Schmaus & Rominger started a small factory at 113 Blue Island avenue and in the same year closed out the business. Henry Schmaus of the firm afterward ran a wagon for about two years and gave up the business.

Carl Freitag, in addition to his duties as a Cook county constable, did a jobbing confectionery business and remained a jobber for several years, finally devoting his entire time to politics.

Frank Field came to Chicago from Peoria in 1878 and opened a bakery and candy factory at 108 West Washington street, under the name of Frank Field & Co., the members of the firm being Frank Field, B. F. Smith and Herbert Willey. They moved in 1880 to 203 E. Van Buren street, corner of Franklin street, and dropped the

TRADE

A.S.I.

MARK

STAPLE GOODS

Manufactured by **HAWLEY & HOOPS, NEW YORK.**

French Mixed Creams
Small French Mixed Creams
Premium Mixed Candy
Fine Vanilla Chocolate Cream Drops
Fine Assorted Chocolate Creams
Ceylon Chocolates, Vanilla
Ceylon Chocolates, Assorted
Empire State Chocolates, Vanilla and Assorted
Extra Fine Chocolate Roasted Almonds
Leader Chocolate Roasted Almonds
Vanilla Cream Almonds
Sicily Sugar Almonds
Burnt Almonds
Old-Fashioned Licorice Gum Drops
Licorice Buttons
Marshmallows—Genuine
Premium Marshmallows
Flat Peppermint Creams
Flat Wintergreen Creams
Extra Fine Chocolate Marshmallows
Extra Fine Chocolate Nougatines
Sugar A B Gum Drops, Crystallized
Royal A B Gum Drops
Chocolate Brownies
Penny Goods
Breakfast Cocoa Extract of Cocoa

For Sale by all Jobbing Confectioners in the United States.

bakery business entirely, and confined themselves strictly to candy. In 1883 the corporation went into the hands of a receiver and was sold out to the firm of Smith & Hale. Smith & Hale were unfortunate and only continued the business for a short time, when they failed. Frank Field then went to St. Louis, where he accepted a position as foreman for O. H. Peckham & Co. He remained in this position until the time of his death, about ten years ago.

The firm of Dawson & Shields, which was formed in 1869, was dissolved early in 1878. Michael Shields purchasing Martin Dawson's interest in the firm and continuing business at the old stand, 43 and 45 State street, under the name of M. Shields; Mr. Dawson going into business at 28 Lake street. In 1884, Mr. Shields admitted John B. Langan to partnership, the firm name being changed to M. Shields & Co. In May 1, 1901, the firm moved to 51-55 S. Jefferson street, one of the lightest, if not the lightest, plants used for a candy factory in Chicago, and installed entirely new machinery. The firm does a large trade with the jobbers of Chicago.

Michael Shields was born in Chicago when the city was an overgrown village, built principally on stilts, and has grown up with the city. Mr. Shields has held more political offices than any other confectioner in Chicago, having been for sixteen years a member of the Lincoln Park Board, for one and one-half years a member of the Library Board, and is now filling his second term of six years as a member of the Board of Education, his term of office expiring July 1, 1906.

In 1878 Fred Lindeman bought a horse, wagon and route from Adam Schott in the spring and was a notable figure in the business, continuing for some years on a wagon, retiring from business in 1894.

Hugo Meissner, who had been employed by Adam Schott, went into business for himself in July, and is still running a wagon. He resides at 365 Campbell avenue.

Julius Gordon began selling goods on foot to stores and the next year got a horse and wagon, running same until he was unable to do so and was an inmate of hospitals for several months before he died. His business was continued by Louis Schafer, who bought it out on Dec. 1, 1901.



Eugene O. Reed, President National Jobbing Confectioner's Association
and Chairman Transportation Committee.

C. L. Huckins began business this year, Sept. 1, as a jobber and has been in it since. He is an ex-president of the association and has represented it to the National Association.

George H. MacIntosh, who had formerly been a jobber at Kansas City, Mo., located in Chicago in November, and was a member of several important committees of the Jobbing Confectioners' Association. He retired from business August 1, 1893, selling out to Joseph A. Weiderkehr.

In 1879 August Koessler, well known for his comical stories, started jobbing Jan. 5th, and was always with the jobbers who aimed to better conditions. He represented the Jobbing Confectioners' Association to the national body, and was a member of amusement committee and was instrumental in getting up many charming entertainments. He sold out his business to F. A. Sebastian on March 20th, 1905. Mr. Koessler is now in the bakery business.

August Jordan began business on November 18th and has served as representative of the Chicago Association to the National Association; is a member of the finance committee of the national convention. He resides at 1299 Southport avenue.

J. Merton Case began an entirely new business this year—the selling out of candy wagons and routes. His method was to sell a few times to stores, so that he could claim that he done some business with them, and advertise to sell out his horse, wagon and route, having a new wagon built to be ready to start again just as soon as he got a customer for the one he was running. Mr. Case made quite a profit in this way and sold out a great many routes, extending over several years. It got to be so well known to every confectioner in the business, manufacturers, jobbers and retailers that it was not an easy matter for him to sell out, as dealers informed the would-be purchasers what they were buying. Of the many routes he sold out, but three buyers are now in the business—Henry L. Pelles, Joseph B. Hellmann and John L. Dickhaut.

Mr. Case abandoned the business in 1895 and went on the stage. Of manufacturers, the following new ones started: W. H. Black, 77 Van Buren street; Fritsch & Williams, 209 North Wells street, and George Weidman, 21 Clark street.

ADAMS'
LICORICE

TUTTI-FRUTTI

CHEWING
... GUM ...

In 1880, Henry C. Schendorf, a city salesman for Dawson & Shields, started into business for himself and later on began a political career, was elected alderman of the Twenty-second ward and made a record in the council that the papers did not approve of. Mr. Schendorf was prominent in association affairs, and was president of the body when he was alderman. He also was one of the delegates which formed the National Jobbing Confectioners' Association, and represented the association afterward to the national body. During his career in business he built up several routes and hired men to run them, making a fair profit. Finally he lost heavily on his many ventures and gradually dropped out of the business, and is now a farmer.

Fred G. Culver, a city salesman for Hutchinson & Jamison, forming a partnership with Frank Dibble, engaged in business for himself April 1st, 1884, when the firm of F. G. Culver & Co. was dissolved. Has been engaged ever since and is now located at 953 Sawyer avenue. Mr. Culver has served on the executive committee of the Jobbing Confectioners' Association and has been elected to office in that body.

Anton C. Dreibus, who had been with Schweitzer & Beer in the toy business, began jobbing candies and was quite successful, finally selling out in 1884 to go to Omaha, Nebraska, with Michael and Jacob Kopp, forming the firming of Kopp, Dreibus & Co., manufacturing confectioners.

Boles & Kehoe began manufacturing candies at 71 State street and are still in the business. Their main business is to supply their retail trade.

A. A. Huckins began jobbing candies, was also in the cigar and tobacco business, was one of the prominent members of the Confectionery Agents' Union, having been financial secretary of the body, and was president when the organization disbanded. Mr. Huckins remained in the business until he died several years afterward.

William H. Dibble began in 1880 selling out to A. Conklin in 1883. Mr. Conklin sold out to Charles Matt in 1884, buying the route again in 1885 and selling out to F. C. Wittman on June 2, 1890.



HENRY E. SCHAEFER
Chairman of Reception Committee, Chicago Jobbing Confectioners Association.

A history of the confectionery trade of Chicago could scarcely be considered complete without a short history of the trade organizations which have existed or do exist to-day.

It is claimed that the Confectionery Agents' Union was the first jobbers' association in the United States and it was organized through the efforts of M. Kopp, at 54 West Lake street, in November, 1880. The reasons advanced for forming an association of this kind among the jobbers were many and chief amongst them was the one to drive "short count" goods out of the market. Before the formation of the union, boxes were sold to the trade supposed to have contained one thousand pieces, but did not contain over seven hundred, while other boxes contained prices and marks three, four or five for one cent, which sold at this price rarely ever allowed more than ten cents profit to the retailer. The number of pieces in the box were not marked upon many packages sold and the only way to ascertain how many pieces there were in a box was to count them and even then you could not judge another box of the same kind of goods by the box which you just counted, as it might contain more or less pieces. Now the goods are uniform in size and number in the box and this number is marked upon the outside.

Another object sought was to have goods sold so that one dealer should not have any advantage over his competitor, and this object has been accomplished. Previous to the formation of the association a dealer had to sell his goods at the price set by the dealer in the neighborhood, who bought his goods the cheapest and who was willing to sell on the smallest margin.

Another reason was to do away with the manufacture of impure candies. It is only a few years ago that the question among manufacturers seemed to be "How large a piece of goods can I sell for a cent?" while to-day it is how nice a piece of goods can be sold for the money and it is utterly impossible to purchase adulterated goods in the market at all. The work, then, of the Confectionery Agents' Union has been to better trade conditions and trade products, and it has caused a finer grade of candy to be placed on the market, increasing instead of decreasing sales, making candy a necessity where before it had been a luxury, and not a

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very desirable one at that. The retailer to-day sells better candy than ever before and with a better profit to himself and he does not have to listen to complaints about the effects of eating candy. He does a better business, too, than he could had not these conditions been brought about by organized effort on the part of candy jobbers of Chicago.

The first officers of the Confectioners' Agents' Union were: President, Albert Fayette, Sr.; vice-president, A. H. Pike; recording secretary, Albert Cureton; financial secretary, A. C. Dreibus; treasurer, Frank Peoples; marshal, M. Kopp; trustees, H. C. Schendorf, L. H. Thomas, H. G. Leudtke.

Owing to an agreement which the union made with manufacturers whereby they would purchase goods only from manufacturing firms who signed an agreement to support the jobbers and the continual raise by them in prices and the strict rule enforced by the union prevented their members buying goods where they could purchase cheaper, caused great dissatisfaction, as the jobbers were compelled to raise their prices to the retailers in proportion as they were raised by the manufacturers, and the manufacturers who did not sign the agreement took advantage of the fact and sold goods to the retailer at a lower figure than the union members could purchase them for from the manufacturers that were supporting them, or, rather, that they were paying enormous prices to. Many jobbers broke their agreement and purchased goods outside to meet competition, which caused a lowering of prices by the manufacturers. One evening in April, 1883, six members, at the close of a meeting, sold at auction the candy wagon which belonged to the organization, divided the proceeds and the amount in the treasury, gave the books to the secretary and disbanded. This act on the part of these six members created quite a sensation in the trade and many jobbers began lowering the prices of goods. Competition became extremely keen, so keen, in fact, that goods were sold at about cost. Retailers that bought one hundred goods at forty-five cents caught the infection and sold penny goods at two for one cent in order to drive their competitors out of business. The margin made by jobbers was so small that although the Confectionery Agents' Union had 108 members, in one year nearly half went out of business and



Wm. Weis, Chairman of Banquet Committee.

more retailers quit business that year than ever before. Competition between manufacturers also become marked and there were several failures at about this time. Gradually prices became nearly normal.

In 1881 Henry L. Pelles bought out one of J. M. Case's routes, in March, and is still in the business. He has been prominent in the Jobbing Confectioners' Association, has held many offices, and is at present financial secretary, and is a member of the finance committee in charge of the national convention. He resides at 5819 Chicago avenue.

In 1882 Conraths & Thulin started out, but in a short time Peter Conraths succeeded to the business. He was out of it at one time, but bought out A. Fick March 1, 1903, and is again jobbing candies, and resides at 345 East Twenty-fourth street.

F. F. Bolger bought out a route from J. M. Case in September and sold it out to George Hawkes in 1887.

August Laemmer began jobbing this year and continued until 1896, when he retired on account of ill health, and died in 1904.

E. J. Brach, who was formerly in the employ of Bunte Bros. & Spoehr, began business for himself as a jobber and continued as such until he became a member of the firm of Dreibus-Heim Co., in 1891. He started in business for himself on Feb. 1, 1905, at 227 North avenue. Mr. Brach has been an officer of the Jobbing Confectioners' Association.

Petermichel & Kirchman began jobbing candies, and in a few months Max Kirchman bought out his partner and started manufacturing at Twelfth street, corner of Paulina. He put several wagons on the road and built a factory further west on Twelfth street, where he remained until 1894. Mr. Kirchman did a large and apparently a profitable business, but, becoming financially embarrassed, to satisfy his creditors he turned over his property to them. Mr. Kirchman resumed business again at 181 West Randolph street in 1896, gradually changing his business into grocers' sundries.

Henry Hilker began jobbing at this time and later on was in charge of the jobbing department of Albert Bunte & Co., held the

SMITH & PETERS

CLOVER

Floral
Dainties



Diadems
and
Cachous

BRAND

LOZENGES

Chicago Stogies, 10 for 1 c

Chop Sticks, 4 for 1 c

Excelsior Sticks, 2 for 1 c

Penny Roll Lozenges

Penny Roll Cachous

Wafer Lozenges, 10 for 1 c

Snap Breath Perfume,
1 c package

Medicated Work a Specialty

PHILADELPHIA

same position with Bunte, Frank & Co., and then went back into the jobbing business and is still at work.

W. R. King, who had been in the toy business, added candies, and was a jobber to 1885, moving his stock to New York city.

George H. Brooks resumed manufacturing candies at 21 River street, but did not remain long in business, owing to poor health.

In 1883 Albert F. Steger bought out a route from Julius Schulz, August 1st, and has been prominently identified with the business ever since. He was the first financial secretary of the Jobbing Confectioners' Association and is at present first vice-president. Mr. Steger is a member of the Dreibus-Heim Co.

Louis Eheim began the jobbing business in May and was well known to the trade, selling out to William Meisterling March 1st, 1893.

Christian F. Thauer, a city salesman for F. W. Rueckheim & Bro., began to job candies on May 1st and sold out to C. G. Engler Nov. 16, 1903.

John G. Dreibus began jobbing candies in October, and on the formation of the Jobbing Confectioners' Association was temporary secretary. He served on some of the important committees in that body, and on August 1st, 1891, sold out his jobbing business and organized the Dreibus-Heim Co., manufacturers of confectionery, at 194 South Desplaines street. In 1895 the firm moved to larger quarters, at 143 and 145 South Clinton street, where they remained until 1899, when they again removed, to their present quarters, 110 and 112 South Jefferson street, where they have a floor space of 11,000 feet. Their specialties are chocolates and bonbons. The officers of the company are: E. J. Brach, president; A. F. Steger, vice-president; J. G. Dreibus, secretary; F. H. A. Straus, treasurer.

A. Conklin bought a wagon route from William H. Dibble in 1883, ran it until June 2, 1893, when he sold out to George Boose, who is still in business.

Herman and Philip Dreibus were also jobbers that began business this year. Philip Dreibus sold out to Fred T. Seelig in March, 1890.

LADIES AUXILIARY OF CHICAGO JOBBING CONFECTIONERS ASSOCIATION.



Mrs. R. Marugg	Mrs. B. M. Cole, <i>Sergeant at Arms</i>	Mrs. A. Fayette	Mrs. J. Parman	Mrs. L. E. Lent
<i>Chairman Amusement Com.</i>	Mrs. A. E. Bruggemeyer	Mrs. J. B. Beattie		Mrs. Albert Cureton
	<i>President</i>	<i>2nd Vice President</i>		<i>Treasurer</i>
Mrs. Wm. Weis, <i>1st Vice Pres.</i>	Mrs. A. E. Abbs		Mrs. J. B. Hellmann, <i>Secretary.</i>	

In 1884 John L. Dickhaut bought out one of J. M. Case's routes, on March 13th, and is still doing business, is prominent in politics, and resides at 625 South Kedzie avenue.

Other jobbers were: Ernest Schoenhoff, who sold out in 1894; L. H. Kessler, who also sold out in 1895; Robel Aller, who was succeeded by his son; Rheinhold Ploog, who died in 1896; Benjamin Bowers, who sold out in 1885; George Goetz, who sold out in 1887; Edward Dietz, who sold out in 1888, and Fred H. A. Straus, who is still in business and is treasurer of the Dreibus-Heim Co.

Joseph B. Hellmann came from Baltimore to Chicago in 1883 and was in the grocery business, and left it to go into the jobbing confectionery business in 1885, buying out a route from J. Merton Case in October. Mr. Hellmann has been very prominently connected with the trade ever since, is an ex-president of the association, was a delegate to the first convention to form the National Association and has been elected as delegate several times since then; has been chairman of the executive committee of the association several terms, and now holds the position; is a member of the finance committee of the convention and is chairman of the badge committee. He resides at 44 Lexington street.

M. Capp, formerly city salesman for F. W. Rueckheim & Bro., entered the jobbing field early in the year, and sold out to William J. Stadler in March, 1892, going into the jobbing business at Racine, Wisconsin, where he has been quite successful.

Charles Schroeder began business at about this time and is still jobbing candies at 524 North California avenue.

L. Lobethal began jobbing candies in July and was at it until he died, having been killed by a runaway on August 3d, 1892. Frank Roth succeeded to his business.

E. Klein began jobbing candies this year and remained in business until April 10th, 1905, when he sold out to Charles Hoffmann.

J. J. Seeber began business as a jobber in August, and is still in business. He has been sergeant-at-arms of the Jobbing Confectioners' Association, and is a member of the entertainment committee of the national convention. He resides at 16 Francis place.

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OUR NEW CONFECTION.**

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BULK OR PACKAGES**

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CHOCOLATES AND HIGH GRADE CANDIES

2915-17 N. HERMITAGE AVENUE

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RAVENSWOOD, ILL.

H. Rechtmyer began a jobbing business in September and sold out his route to William Hagemeister to go into the real estate business on Feb. 3d, 1886.

Charles Wight bought out a route from Henry C. Schendorf and sold out to Arthur Thompson in September, 1888.

Other jobbers were F. A. Merrill, who sold out to O. H. Krause; Pinkus Aller, who remained in business to 1903, and C. Seiler, who is still in the business.

In 1886 the following manufacturers entered the field: Edward H. Scanlan, Jr., son of Edward H. Scanlan, who started in business in 1856 and had held many important positions with confectioners, began the manufacture of candy on Oct. 9, 1886, at 154 South Jefferson street, and continued until May 22, 1888, when he quit business to take charge of the city sales of Bunte Bros. & Spoehr. He remained with this firm until the formation of the Peoples Candy Company, when he took the same position. He now holds a job at the Tormoehlen Branch, National Candy Co., attending to the jobbing trade. The Confectioners' and Bakers' Supply Co., located at 52 and 54 Wabash avenue. Charles Maginn & Co., 12 North State street; Albert C. Swanson, 70 State, and Trimble & Alberding, 191 and 193 South Desplaines street. In 1887 L. C. Alberding admitted his brother, Charles A., into the firm and the name was changed to L. C. Alberding & Bro. John Berry opened his factory this year at Washington boulevard and Sangamon street and added a new store at 957 West Madison street.

Jobbers that began business this year were: Henry A. Cohen, who has been, in turn, a jobber, manufacturer, salesman on the road, solicitor jobber, manufacturer, jobber, workman, clerk, jobber, and is now a salesman, or was; but it is not an easy matter to locate him. Mr. Cohen has at different times made great efforts to capture the city trade by offering big inducements to purchasers, but so far has not made a marked success.

William Finley ("Buffalo Bill") is one of the noted men among the jobbers. He has adopted the far western style of dress and manner of wearing his hair and beard, and, on account of his odd ways, has a fair trade.



Masonic Temple.

Henry W. Haynes, who sold out and went into the jobbing business in Kansas City, Kansas, in 1889.

Henry Herschenroeder entered the jobbing field in October and sold out to George W. Ferguson on Oct. 12th, 1887.

William Hagemeister bought out H. Rechtmeyer on Feb. 3d, and is still in the jobbing business and resides at 257 Hirsch street.

Fred Streger began jobbing this year and was in business for about fifteen years.

William Schottmiller began the jobbing business in March and sold out to William Landgraf in June, 1893.

A. Rechtmeyer began the jobbing business in April and sold out in March, 1888, to Henry Schumacher.

Albert Jetter came from Buffalo, N. Y., to try his hand in the candy line. He has been vice-president of the Jobbing Confectioners' Association and sergeant-at-arms of the national body.

Jonas N. Bell started jobbing and is now a manufacturer of sweets at 606 West Madison street. He was at one time the senior partner of the firm of Bell & Pfeiffer, and has also been a manufacturer of vending machines. Mr. Bell is an ex-vice-president of the Jobbing Confectioners' Association.

On March 25, 1887, Ernest A. Morris, John Gertenrich and Theodore Gottmann, who had all been employed by M. Shields & Co., left that firm and started in business for themselves at 194 South Clinton street, under the firm name of E. A. Morris & Co. In 1888 they moved to 85 West Jackson street and in 1894 the firm name was changed to Morris & Gottman, and the factory afterward removed to 158 West Jackson street. John Gertenrich retired from the firm and started in business for himself at 44 South Jefferson street. In 1895 he moved to 85 West Jackson street, the location occupied by his old firm. In 1903 E. A. Morris sold out his interest in the firm to Martin C. Kretchmer and the firm name was changed to Gottmann & Kretchmer. John Gertenrich removed to 248 Jackson boulevard in 1901, and on April 10, 1905, he failed in business.

E. Greenfield's Son & Co.

New York



Sole Manufacturers of

CHOCOLATE SPONGE



Established 1848.

On June 1st, 1887, I. F. Dickson, who had been formerly an employe of M. E. Page & Co., began to manufacture candy of a fine grade at 272 Madison street and he continued in this business until 1890. In 1886, the Confectioners' and Bakers' Supply Company went into business at 52 and 54 Wabash avenue and in 1888 they moved to 46 Lake street. In 1890 they moved to 272 Madison street, in the same building with I. F. Dickson, who became a member of the firm. Dickson, however, continued in the candy business under the firm name of the Dickson Candy Company until 1899, when he sold out his interest in the Confectioners' and Bakers' Supply Company, and started in as a dealer in the same line under the name of I. F. Dickson, at 100 Lake street. In 1902 the Bakers' and Confectioners' Supply Company moved to 218-220 East Washington street, where they are still doing business.

The following named jobbers started out this year:

Eli A. Baumeister, who remained in the business to 1899, selling out to O. W. Loercke.

William H. Ritterbusch, who is still in business.

Paul Sasso began jobbing in February and continued until the time of his death. William Weis succeeded him in business on May 19th, 1890.

George W. Hawkes bought out F. F. Bolger and was a jobber from May 12th to May 1st, 1890, when he sold out to Henry Schaefer. Mr. Hawkes is now dealing in grocers' sundries.

George W. Ferguson bought out Henry Herschenroeder on Oct. 12th, and is still in the jobbing business. He is a member of the entertainment committee of the convention, and resides at 3619 South Seeley avenue.

W. N. Shields, who had been a retailer manufacturing for his own trade, began to sell to jobbers and ran a wagon. He did business in Chicago for several years, finally moving to Austin, where he is still in business.

S. Inlander began the jobbing business on May 1st and continued in the candy business until Oct. 1st, 1897, when he sold out to Joseph Goldstein to embark in the paper business.



Blackstone Memorial Building—Branch of Chicago Public Library.

T. L. Earl began the jobbing business in September and is still engaged in business.

Charles A. Schumacher and John Block, on Jan. 15, 1888, entered into a partnership under the firm name of Charles A. Schumacher & Co., at 623 Center avenue, to manufacture candy, and later moved to Eighteenth and Halsted streets. May 1, 1892, Schumacher retired to go into the ice cream business, and John Block began a jobbing business, which he continued to the time of his death. F. C. Tormoehlen ran the business for some time for his widow, finally buying it, and he is still in business.

Arthur Thompson bought out Charles Wight in September and at once took a prominent place as a jobber. He is an ex-president of the Jobbing Confectioners' Association, and has represented it to the National Association; is at present a member of the finance committee of the convention, and takes quite a prominent part in debates.

Det Stevens, who had been a salesman for Henry C. Schendorf, began jobbing on his own account in September and died in 1890. George O. Evans succeeded him.

Frank R. Noble began jobbing in October and was at one time secretary of the Jobbing Confectioners' Association. He sold out his business to become a park policeman.

T. L. Earl started in the jobbing business and still follows it.

Richard Smith started up in the butter-scotch business and formed the Smith-Burnham Co., not a corporation, to manufacture confectionery, at 195 South Desplaines street, on March 1, 1890. In April, 1892, Richard Smith withdrew from the firm, which then became Burnham Bros. Richard Smith opened a factory at 144 North Wood street in the fall of 1892, but retired from the business in 1894. Burnham Bros. were unfortunate and failed in business, and A. B. Burnham started a wagon, which he sold to William Hagemeister on Feb. 1, 1905.

Franz Kaderli started jobbing and is still at it, and resides at 273 Center street.

Fred Kaderli began business at about the same time.

CHECKERS

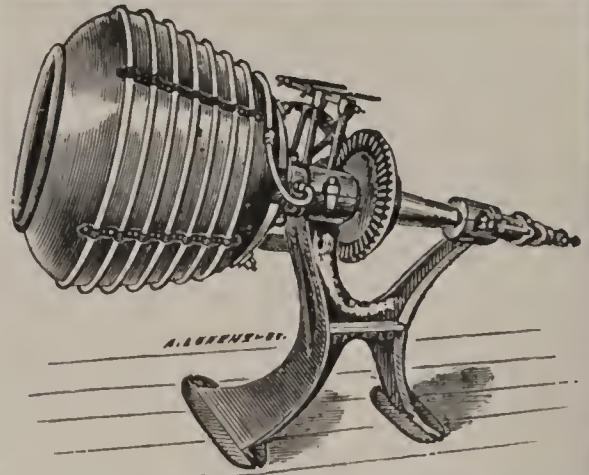
Pop Corn Confection

Manufactured
Exclusively by

Shotwell Mfg. Co.

Chicago

Always in Checker Board
Packages.



NEW MACHINERY

HANDY TOOLS
CONVENIENT UTENSILS
FIRST QUALITY SUPPLIES
FOR CONFECTIONERS
AND ICE CREAM MAKERS
OUR CATALOG WILL SHOW YOU

CONFECTIONERS' & BAKERS SUPPLY CO

219 & 220 WASHINGTON STREET,

CHICAGO

Ask your Jobber for

Dean's Mentholated Cough Drops

Hess Brothers

INC.

Fine Candies
and
Chocolates

502 to 516 W. 30th Street
New York, U.S.A.

Henry Schumacher, residing at 507 West Huron street, bought out A. Reichtmeyer and runs wagons; besides being a jobber, he manufactures a few specialties.

In 1889 Frederick Hoffman began jobbing early in the year, and was a jobber to Sept. 1st, 1895, when he sold to J. E. Parman and went into the manufacturing business. He is at present the junior member of the firm of Williams & Hoffman, 185 Ontario street.

Bernard Kuhl (Cool Benny) began jobbing August 12, and has been vice-president of the Jobbing Confectioners' Association and a representative to the national body, and is prominent on committees. He is still active in business, and resides at 1974 Elston avenue.

Charles Hagadorn began jobbing and sold out in 1895.

D. Rumsfelt was a jobber from July 1st, 1889, to Oct. 5th, 1896. His brother, John, was also in the business from Dec. 1st, 1889, to May 1st, 1892.

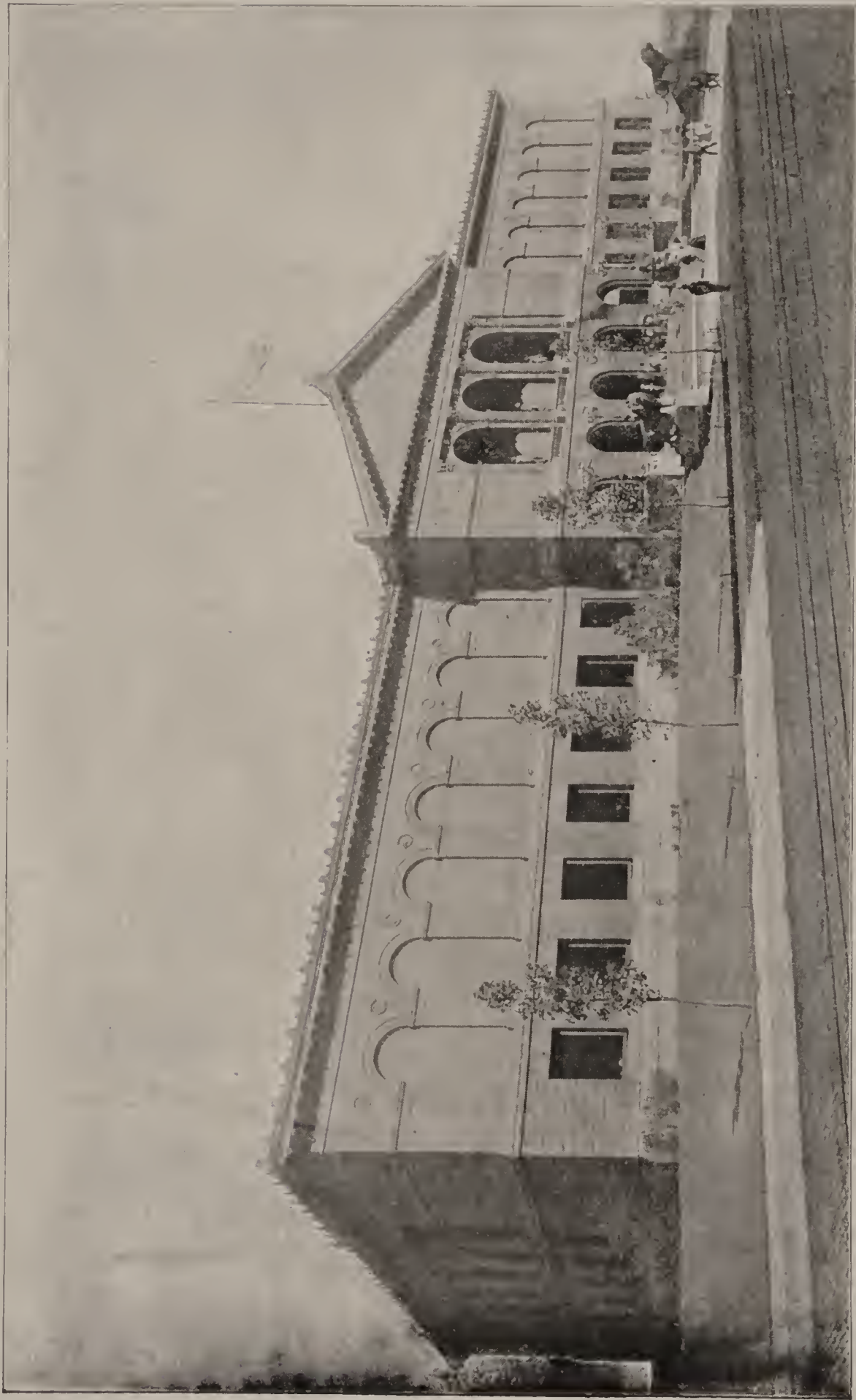
Charles Trein began jobbing candies and finally became a salesman on the road until he bought out L. Freidman and formed the Trein Confectionery Co., which was discontinued Dec. 1st, 1903.

Anton Kaspar began jobbing candies on Sept. 9th, and in 1900 branched out as a manufacturer of specialties, and is located at 1067 South Homan avenue.

Charles Hoffmann, Sr., began jobbing candies and remained at it until May, 1905, when he retired from business.

August Fick was a jobber of candies from November, 1889, to March 1st, 1903, selling out to Peter Conraths.

In 1890 George V. Frye began business under the name of the Frye Caramel Company, at 207 Illinois street, and on January 18, 1897, the plant was sold under execution to Oatman Brothers. There was considerable litigation over the matter and pending a decision the plant was closed down. The parties who were interested in the controversy and who were stockholders were George V. Frye, E. J. Oatman, F. G. Oatman, Frederick Browning and



The Art Institute of Chicago.

George B. Scripps. In February, 1897, the Frye Confectionery Company was started at 181 East Illinois street, where they manufactured the "Eureka" and "Perfection" brands of caramel paste. In 1898 the firm name was changed to George V. Frye and in 1899 to J. R. Frye. In 1900 it was again changed back to George V. Frye, who is now running a business in Iowa.

J. W. Cameron ran a wagon for a number of years, but on July 30, 1893, he sold it to Henry Mesterling. Mr. Cameron is now a member of the firm of Cameron & Marbach, successors to T. H. Jenson, 171 and 173 South Desplaines street, whom they bought out May 1st, 1904. The building they were in having been torn down, the firm, on May 1st, 1905, moved to the quarters formerly occupied by Arthur Stein at 102 and 104 West Adams street, where they have a floor space of about 10,000 square feet.

Russell Brothers manufactured a few kinds of candy, but did not remain long in business and had several locations in the few months of the firm's existence.

William Weis, on the death of Paul Sasso, bought out his business, May 19th, which he still follows. He is an ex-president of the Jobbing Confectioners' Association, was a delegate to the National Association at its initial meeting, is a member of the banquet committee of the convention, and is also on the finance committee; a good worker, interested in promoting the interests of the trade, residing at 43 Surrey Court.

Henry E. Schaefer bought out the business of George W. Hawkes in May and has been prominently identified with the jobbing business, being an ex-president of the association, an ex-representative of the National Association, a member of many prominent committees and secretary of committee or arrangements for convention. He resides at 353 West Huron street.

F. C. Whitman bought out A. Conklin on June 2d and is jobbing candies, has been a member of the association finance committee, and resides at 1089 Kimball avenue.

Frank Glembow bought a route from J. G. Dreibus, which he ran until 1903, when he went into sausage manufacturing.

Compliments
of
**National
Licorice
Company**

106-116 John Street, BROOKLYN, N. Y.



Fred T. Seelig, 979 West Chicago avenue, started in business in March, 1890, succeeding Philip J. Dreibus, who started in 1883. Mr. Seelig is a member of the executive committee of the Jobbing Confectioners' Association.

On October 8, 1890, George Frank called a meeting of manufacturers and jobbers at 106 Randolph street and this meeting was well attended. Another organization here sprang into existence called the Confectionery Salesman's Association, which was afterwards incorporated as the Jobbing Confectioners' Association on March 10, 1901. The incorporators were Albert Cureton, Albert Fayette and Martin C. Kretchmer. The officers of the new organization were: President, Albert Fayette, Sr.; vice-president, Albert Cureton; recording secretary, Martin C. Kretchmer; financial secretary, Albert J. Streger; treasurer, Peter H. Schmitt; sergeant-at-arms, August Leusch. In 1894 the question of forming a national association was brought up and was thoroughly discussed. It had many strong opponents, but finally a committee was appointed consisting of Albert Fayette, Sr., Albert Cureton, Martin C. Kretchmer, Albert Jetter, Henry C. Schendorf, Jos. B. Hellmann and Wm. Schottmiller, who appointed Albert Cureton to push the work of organization. At this time there were but two associations in existence, one in Chicago and the other in Milwaukee.

Albert Cureton organized an association in Cincinnati, another in Pittsburg, another in Louisville, and delegates from each city met at the Palmer House, Chicago, on August 3, 4 and 5, 1895, and organized a national body. The first officers of the national association were president, Leo Stern of Cincinnati; first vice president, Albert Fayette, Sr., Chicago; second vice president, Wm. Gadow, Milwaukee; secretary, Albert Cureton, Chicago; treasurer, Wm C. Hamilton, Pittsburg; sergeant-at-arms, Albert Jetter, Chicago; guard, Zacariah Coblens, Louisville.

After a lapse of ten years the National Jobbing Confectioners' Association will again meet in Chicago at the Auditorium. The present officers of the Chicago Jobbing Confectioners' Association are: President, Albert E. Abbs; first vice president, Albert F. Streger; second vice-president, Joseph B. Hellmann; recording sec-



The Art Institute of Chicago Showing Lions at Entrance.

retary, Charles Brandenburg; financial secretary, Henry L. Pelles; treasurer, Lawrence E. Lent; sergeant-at-arms, Joseph Meyer.

P. J. Costello came to Chicago and started a small candy business at 197 Michigan street, where he made Costello's chocolates famous, and larger quarters being required, he moved to 161-165 South Jefferson street. In 1901 his business was sold to the American Chocolate Company, who are the present owners.

Mr. Costello died in April, 1903, and left a wife and five children.

In 1891 George H. Sunderlage bought out Joseph Hagemeister, in August, and has been continuously a jobber ever since, doing a fair business, and residing at 19 Hein place.

L. Freidman began jobbing candies on Sept. 1st and is still in business, residing at 313 North Robey street.

Thomas H. E. Hathaway started on Sept. 15th, and lives at 410 North Clark street.

Henry W. Sage conducted both a jobbing and manufacturing business, selling out in 1894 to start manufacturing in Terre Haute, Ind., where he is still located.

Among the new houses this year were: Moses Bachman, 268 South Clinton; and Frye, Kleinbeck & Baum, 195 Michigan avenue.

The year 1892 was a banner year for the establishment of wholesale and manufacturing concerns. They were: Burnham Bros., 193 South Desplaines; J. R. Edmiston, 126 South Halsted and 248, 254 and 306 West Madison; J. K. Farley Mfg. Co., 161 South Jefferson; Chas. H. Harrington, 184 Indiana; Hayward-Windsor Co., 161 South Canal; Max Kirchman, 774 West Twelfth; Walter M. Lowney Co., 279 Madison; Geo. Miller & Son, 199-201 Van Buren; Pan Confection Company, 225-227 Kinzie; Spirro Pooley, 26 North Clark. In this year John Berry added three stores to his string, 148 and 201 State street and 155 Madison.

E. F. Gavin, an employe of M. Shields, together with N. S. Wood, an actor, started to manufacture candy at 145 South Clinton street under the firm name of E. F. Gavin & Company, on May 1, 1892, and continued the business until February 22, 1893, when they failed.

Don't Chew the Rag!

Chew

Juicy fruit

The Gum with the pure
fruit flavor.

New York - Chicago

Habicht Braun & Co.

Importers, Manufacturers
and Dealers in

**RAW
MATERIAL.**

Everything to Manufacture

GOOD CANDIES

**RUNKEL
BROTHERS**

**Creme de Milk
Chocolate**

A DELICIOUS CONFECTION.

Best 5 cent Package
Made.

Write for Sample and Price.

On November 15, 1891, the J. K. Farley Mfg. Company began business at 223 Michigan street, and in 1892 they moved to 161 South Jefferson street, where they did quite a large wagon trade. In 1896 they moved to 102 and 106 Indiana street, and in 1901 they moved to larger and more commodious quarters at 118 to 130 East Superior street. The plant is now known as the J. K. Farley factory of the National Candy Company.

Chas. H. Harrington began a manufacturing business at 184 Indiana street in 1892 and on March 1, 1893, the firm was changed to Harrington & Co. They had two wagons attending to city trade. The firm went out of business August 12, 1893, and sold their wagons to F. C. Parman and L. H. Thomas.

George Miller & Son, of Philadelphia, started a manufacturing branch at the northeast corner of Van Buren and Franklin streets on March 1, 1892, with Chas. H. Hammill in charge. This branch was discontinued on January 1, 1894.

John R. Mulvey bought out A. M. Grove in January and is doing a large business. Mr. Mulvey is an ex-president of the Jobbing Confectioners' Association, is a very forcible speaker, always holding the attention of his audience, and is a great traveler, having traveled for many years in different parts of the globe.

Wm. J. Statter bought out M. Capp in March. He is an ex-vice-president of the Jobbing Confectioners' Association, with a great influence over his associates.

Geo. W. Smith bought out Leonard H. Thomas and was a jobber of candies and did a stationery and news business also.

Green & Peterson manufactured candies at 206 South Desplaines street, but did not remain long in business. Frank Green of the firm is now a jobber of candies.

F. C. Tormoehlen, who had been running a candy wagon for Mrs. John Block for some years, bought out the business and has been running it ever since.

E. Schuppenhauer bought out the business of his father in July and is still in business, residing at 658 Hirsch street.

Frank Roth succeeded A. Lobenthal on his death, beginning business August 15th. Mr. Roth resides at 229 Johnson avenue.



Grand Stairway, The Art Institute of Chicago.

Chas. Brandenburg bought out the route of August Leusch on August 6 and is still in business. He is secretary of the Jobbing Confectioners' Association, an ex-representative to the national body and filled the position of sergeant-at-arms in the association for several terms. He resides at 721 Augusta street.

J. Harvey Hathaway started jobbing, but was a transient, selling to John B. Beattie December 1, 1893.

In 1893 Candy Bros. was changed to Thomas Candy, who moved to 57 North Washtenaw avenue. Chas. H. Harrington changed to Harrington & Co. and the Tormoehlen Brothers separated, Fred retiring and Edward taking his place, and Bernard opened a place at 9037 Commercial avenue. The following started in the whole-sale and manufacturing business: Henry P. Debus, 85 Fifth avenue; John Gertenrich, 44 South Jefferson; Lancaster Caramel Co., 119 West Harrison; Plows & Co., 346 Wabash; The Slyder Candy Co., 3203 Cottage Grove avenue.

The Hayward-Windsor Company started as manufacturing confectioners at 161 South Canal street on September 1, 1893, and continued in that business until August 27, 1904, when they failed in business.

V. G. Guarinian came from Constantinople, Turkey, to Chicago May 1, 1892, and on October 1 formed a partnership with V. Muggerditian to manufacture Fig Paste and other Turkish candies. They started in one small room 20x40 feet at 207 South Canal street and in March, 1896, was incorporated as the Oriental Manufacturing Co. In 1897 they moved to 249 South Jefferson street and in 1899 to 206 Illinois street. In 1902 they removed to 198 and 200 South Center avenue, where they have a plant of 12,000 square feet.

Frank Dietrich started January 1 and sold out in 1897.

W. M. Urbanek succeeded J. B. Cureton and sold out to Benda & Hynous.

Joseph Ververs, who is still in the jobbing business.

V. Machek bought out a route from Max Kirchman in March and has a large trade in his section of the city. He resides at 1200 South Sawyer avenue.

L. of C.



DREIBUS-HEIM COMPANY

Manufacturing
Confectioners.

110-112 S. JEFFERSON ST.
CHICAGO





OUR SPECIALTIES:



Chocolate Morrello Creams

Chocolate Creole Creams

Chocolate Tutti Fruitti Creams

Chocolate Peach Creams

Chocolate Elite Creams

Chocolate Italian Frappe

French Bitter Pralines

Honey Comb Chocolate Chips

Fine Butter Cups

Old Fashioned Butter Scotch





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Your
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Standard
and
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tions.

A. Thompson
7041 Union Ave.

H. Guest
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Albert Fayette
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H. H. Kinne
243 S. St. Louis Ave.

Wm. Weis
43 Surrey Ct.

OF THE JOBBING CONFECTIONERS OF CHICAGO

F. Klicka started at the same time and has remained in business.

Barney Braverman built up a jobbing business in connection with his retail trade, starting in April.

George Boose bought out the business of Peter Conley in May, which had been a large one, but had gradually decreased owing to Mr. Conley's sickness and death. Mr. Boose resides at 5623 South Elizabeth street.

William Landgraf succeeded William Schottmiller in business in June and has since been identified with the jobbing interests. He has been a member of the Finance Committee of the Jobbing Confectioners' Association and a representative to the national body; is one of the men who have steadily worked to crowd all short count and unfair goods out of the market. Mr. Landgraf resides at 514 Francisco street.

Frank Hunt made his bow to the candy trade as a jobber in June, and was in business for a few years; has also been in the city department of M. Shields & Co.

Julius M. Goyke also started in June, having been employed in the candy business previously. He built up a good trade during the short time he was in business.

L. R. Radermacher, who had been connected with the bakery business, added a large stock of candy and materially increased his sales. His trade was to a great extent in the suburbs. Mr. Radermacher, owing to ill health, sold out and moved to Los Angeles, California, where he is in the jobbing business at 233 West Twenty-eighth street.

Albert Wehner was another successful jobber who started out catering to the suburban trade and after being in business about three years sold out to go into the real estate business.

L. Krawitz started in July, remaining in business for about five years.



The Snowdrop.



Alice, by Wm. Chase.



Winged Victory.



South Lion.

Courtesy of The Art Institute of Chicago.

Joseph A. Weiderkehr succeeded George H. McIntosh in the jobbing business August 1. He is still engaged in business and resides at 6102 South Sangamon street.

S. L. Friedman began jobbing candies in September, has been a manufacturer and is again jobbing. He resides at 185 North Halsted street.

Edward H. Cornelius, who had been in other lines of business, dropped into the jobbing trade on October 30 and liked it so well that he remained at it. Mr. Cornelius is a strong opponent of short count and short weight goods and has at times taken a very prominent part in jobbing affairs, having held the offices of sergeant-at-arms and president in the local association and first vice-president in the National Association. He resides at 226 Vilas place.

John B. Beattie bought out the business of Harvey Hathaway November 1 and, like Mr. Cornelius, took a prominent part in the business, having served on almost every important committee in the Jobbing Confectioners' Association. He is a strong opponent of unfair measures, has been president of the body and is the only man not elected as a representative who was sent by the local association to the national body.

M. F. Egan began jobbing November 15 and has been an officer of the Jobbing Confectioners' Association and is now a member of the Entertainment Committee of the national convention.

Chas. G. Englert succeeded Christian Thauer in business on November 16 and is a member of the Entertainment Committee of the national convention. He is prominent in social affairs and resides at 217 Wells street.

Ludwig Wegner began jobbing candies December 7, 1893, is still in business and resides in Cheltenham.

Martin Schroeder began the jobbing business at about this time, selling out to Chas. H. Klaus February 2, 1905.

Henry Engeln, who had been city salesman for Albert Cureton and W. N. Shields, went into business for himself, but shortly after sold out to Albert E. Bruggemeyer.

B U S T E R B R O W N

**C h o c o l a t e
W A F E R S**

**C h o c o l a t e
N O N P A R E I L S**

I N B O X E S P A I L S A N D B A R R E L S

**SEND FOR SAMPLES
AND QUOTATIONS TO**

**AMBROSIA Chocolate Co.,
331-333-335 Fifth St., MILWAUKEE, WIS.**

Include in Your Next Order from your jobber a box of

**Yellow Kid
Jumbo Trix
and Hully Gee
CHEWING GUM**

Manufactured by

The Grove Co., Salem, Ohio

Fred H. Bartels began jobbing candies and did a large business, which, however, did not seem to be a paying one. He remained for about three years at it and is now in the grocery business.

Albert E. Bruggemeyer, successor to Henry Engeln, at once took a prominent position in the jobbing business and has been vice-president of the Jobbing Confectioners' Association, a delegate to the National Association, and is chairman of the Finance Committee for the national convention. Mr. Bruggemeyer is engaged in the wholesale confectionery business at 128 West Adams street.

Axel S. Adamson started jobbing this year and is still on the road, with a good reputation as a jobber.

The following jobbers began business in the year 1894:

H. J. Benning succeeded Wm. Peterson April 5 as a jobber, is still in business, and resides at 363 Orchard street.

Michael Zuber entered the field as a jobber in May and sold out to J. L. Koebelin in February, 1899.

H. H. Rottgen, an ex-policeman, began the jobbing of candies in May, and was well known to the trade while he remained in business.

George S. Mull started in business in June, is an ex-officer of the Jobbing Confectioners' Association and resides at 4521 Evans avenue.

H. E. Guest started in business October 1, and has been very successful. He is a manufacturer as well as a jobber, and was at one time a member of the firm of Guest & Sullivan.

George Saumweber, who sold out in 1903.

Chas Bolz, who sold out in 1902.

H. P. Fessenden, who sold out in 1896.

Robert Brummer, who sold out in 1896.

Otto Schewe, who is now in the teaming business.

J. H. Seeber, who bought a route from Henry Schendorf.

Gust Hildebrandt, who sold out to W. D. Carlisle.

William Reidenbach, who bought out Otto W. Loercke.

Fred J. Plattner, who bought out J. K. Gunning.

A. Pappenthein, who bought out Frank Glembow.



Gallery of Renaissance Sculpture.
Courtesy of The Art Institute of Chicago.

Luther Coumbe, who bought a wagon from George Saumweber.
George Walter, who bought out F. C. Parman.

B. Lama, who bought out Ernest Schoenhoff.

Harry L. Weisbaum, who bought out Louis Eheim and sold out to him in 1895.

J. Ruppert, who bought a jobbing business from Max Kirchner.

Martin Schroeder, who bought out R. Neubauer; and J. F. Weinecke, F. August Fick, H. L. Vanderbusch, C. O. Von Berner, Hans Scheuer, F. W. Greib, Gust Teitgen, A. F. Paul Kreuger, W. Wrublik, D. S. De Pue, Max Weber, August Stack, John Habig, Thos. S. Haines and Henry Ross.

Robert T. Eyre entered the field in June and sold out his business in 1900 to go into the jobbing business at Sterling, Ill., where he is at present.

J. J. Jacobson started this year and manufactures some of his goods.

John Swardstad began jobbing at about this time and remained in business until he was killed on a railroad some seven years later.

C. N. Field left the jobbing of bakery goods, which he had followed for several years, and tried his hand at jobbing candies, starting June 1 and selling out to J. A. Bilharz August 1, 1900.

C. S. Mather & Son began manufacturing specialties August 1 and are in business now as the Western Confectionery Co., Jackson and Clinton streets, their specialty being popcorn goods.

Jacob C. Hanson succeeded Peter Kruger in the jobbing business June 1 and is still in business.

G. A. Groth bought out the jobbing business of Wm. Leindecker September 1 and has been strictly in the business ever since.

John E. Parman succeeded Frederick Hoffman in the jobbing business when Mr. Hoffman branched out as a manufacturer September 1. Mr. Parman is now of the firm of Parman Bros. & Zech, 2719 North Hermitage avenue.

H. SCHULTZ & CO.

INCORPORATED



ESTABLISHED 1856.

6-16 SUPERIOR STREET

FINE CANDY BOXES OUR SPECIALTY

We also make the best and most durable
candy sample Cases and Trays in the market

Louis Blitz began the manufacture of prize specialties September 15 and is in the business at the present time.

Gustav O. Ochler broke into the jobbing trade October 1 and has quite a good business. He resides at 3511 South Paulina street.

Robert Roscoute, who is now attending to the city department of Williams & Hoffman, and E. Fanter, who was sergeant-at-arms of the Jobbing Confectioners' Association.

D. W. Norris began manufacturing chewing gum and now does a large and profitable business.

MANUFACTURERS FOR 1896.

The following firms started in this year: Allegretti Bros., 131 Wabash; Andrew Morse, 197 South Canal. George Frank & Co. succeeded to Bunte, Frank & Co., and W. C. Garwood & Co. succeeded Wm. C. Garwood and moved from 154 Lake to 34 Wabash avenue. Wm. C. Garwood was a druggist of Evanston, who carried a side line of candies. He started in to make a few candies for his own trade and was so successful that he finally abandoned the drug business entirely.

Geo. H. Stevens started the Consolidated Candy Company at 840 West Van Buren street and in January, 1897, he was arrested for using the mails for fraudulent purposes and was held in bonds of \$2,000. Stevens advertised for agents, offering to pay \$75 per month salary and a commission, but making each applicant purchase a case of samples at \$4, which it is alleged was worth only 50 cents. He denied that he meditated any fraud, but admitted that he had received over \$8,800 from 2,200 persons answering his advertisements, and of that number 270 canvassed for orders, and he filled all sent to him.

Eugene O. Reed Company began the manufacturing of butter-scotch specialties at 508 Nelson street, moving later to Wellington and Clybourn avenues. Eugene O. Reed, the senior partner, is an ex-president of the Jobbing Confectioners' Association and is president of the National Jobbing Confectioners' Association. During the short time he has been in business he has done more to promote harmony than any other man in the confectionery trade, and is well known all over the United States.



Adolph Georg





Factories at

Chicago and Cincinnati.

ADOLPH GOELITZ
PRESIDENT

GUSTAVA GOELITZ
VICE PRES.

E F KELLEY
SECT & TREAS.

HERMAN GOELITZ
GEN. MANAGER

THE GOELITZ CONFECTIONERY CO.

TRADE *None So Good* MARK
Butter Sweets MARK

“From Ocean to Ocean



They shine supreme.”

TRADE *None So Good* MARK
Butter Sweets MARK

Here are some of the leading sellers in



BUTTER SWEETS

Corn.....	per cup. 1c	Carrots.....	8 for 1c
Fairy Mixed	per cup 1c	B. S. Mixed	8 for 1c
Dainties.....	10 for 1c	Bananas	6 for 1c
Radishes.....	10 for 1c	Hazlenuts.....	6 for 1c
Assorted Tips.....	10 for 1c	Strawberries.....	5 for 1c
Pecans.....	10 for 1c	Turtles	4 for 1c
Shelbarks	10 for 1c	Sunnyside Mixed.....	4 for 1c
Baby Mice	9 for 1c	Walnuts.....	4 for 1c
Gold Fish.....	9 for 1c	Mice.....	3 for 1c
		Vegetables.....	2 for 1c

CHOCOLATE GOODS

Assorted Penny Goods	1c	All Nations	5 for 1c
Alligator Prize	1c	Florodora Choc. Drops	8 for 1c
Turtles	4 for 1c	Baby Mice.....	9 for 1c
Sea Food	5 for 1c	Illinois Suckers....	9 for 1c
Black Bass.....	5 for 1c	Chocolate Kids.....	10 for 1c

LICORICE GOODS

10 Little Niggers.....	10 for 1c	Cash Turtles	1c
Blackberries... ..	10 for 1c	Pickles	3 for 1c

Three fine Butter Sweet Mixtures

Fairy Mixed (small)	Butter Sweet Mixed (medium)	Sunnyside (large)
------------------------	--------------------------------	----------------------

Full count Boxes — 5 pound Boxes — 16 pound Pails — 30 pound Pails

Write for Samples and Prices.

The Goelitz Confectionery Company
Chicago and Cincinnati.

JOBBER FOR 1896.

F. J. Gerberich is another successful jobber, beginning business in April. With his brothers, C. J. and A. L., they have a large city and country trade.

August P. Mueller is successor of Wilhelm Reiderbach, having bought him out September 1 and is still jobbing.

Richard Marugg bought a route from Albert Cureton January 1 and is to-day a partner in the firm of A. E. Abbs & Co. He is a member of the Finance Committee of the national convention.

Chas. W. Kohs started jobbing in June and sold out to Chas. H. Lindemann January 28, 1897. Mr. Lindemann is a member of the Executive Committee of the Jobbing Confectioners' Association.

Harry H. Kinne became a jobber in July and at once was a debator among the debators in the Jobbing Confectioners' Association, has been a vice-president of it, and a delegate to the national body.

A. Jansen succeeded Bernhard Tormoehlen December 15 in the jobbing business.

John Tjardes, who sold out in the next year.

John J. Weber, 7142, South Chicago avenue, and

R. C. Wirth, who is now jobbing candies in Racine, Wis.

MANUFACTURERS FOR 1897.

In 1897 the Allegretti Brothers separated, one staying at 129 Wabash, under the name of the Allegretti Chocolate Cream Co., and opened a new store at 159 State, while the other started a new house known as Allegretti & Co., at 179 State.

Dickson Candy Co., 272 Madison.

Oatman Bros. Paste and Caramel Co., 204 Illinois.

JOBBER FOR 1897.

J. J. Lucett, residing at 171 North Humboldt street, started jobbing in March.

S. F. Miller, who sold out to M. J. Ralston April 18, 1904.

R. Bofinger, residing at 3601 Fifth avenue, who started April 27.

Jos. Goldstein, 5203 Ashland avenue, started in business in October, 1897, succeeding S. Inlander of 5010 Ashland avenue. S.



WILLIAMS & HOFMANN

**MANUFACTURING
CONFECTIONERS**

85-87 Ontario Street,
Phone North 1950. Chicago

Specialties in
MARSHMALLOW AND CREAM GOODS

J. A. SELIX

Wholesale Confectioner
35 South Center Avenue

A. N. BOBLIT
CARPENTER & BUILDER

Store and Office Fixtures

General Jobbing

172 E. Van Buren Street

Telephone Harrison 584

PHILIP GORDON

319 W. 14th St.

Jobbing Confectioner

Telephone Canal 6102.

BARNEY BRAVERMAN

Jobbers of Fine
CONFECTIONS.

592 W. TAYLOR STREET

VAN BUREN LODGE NO. 531

KNIGHTS OF PYTHIAS

CASTLE HALL—N. W. Cor. Madison St., and
California av., Chicago.

Regular Conventions every Wednesday
evening at eight o'clock.

Rank Work first three conventions of each
month.

Visitors cordially invited.

W. L. CALLAWAY, W. L. CHRYSTAL,
Chancellor Commander. K. of R. & S.

FRED GOULD CULVER

953 S. Sawyer Ave.

JOBBING CONFECTIONER

Inlander started in 1888, and when he sold out to Goldstein, went into the paper business.

George Knockenmuss, who went out of business in 1899, and Joseph Simon, who sold out later on.

Chas. H. Lindemann, 3063 Broad street, successor to John L. Kohs, started in business and is a member of the Executive Committee of the Jobbing Confectioners' Association and on the Banquet Committee of the convention.

MANUFACTURERS FOR 1898.

The Ambrosia Chocolate Cream Co., 3333 State.

Moses Bachman, 263 South Desplaines.

J. R. Frye sold out to Geo. V. Frye.

Albert F. Slyder was succeeded by the Slyder Candy Co.

JOBBER FOR 1898.

F. W. Schreiber, 156 Seminary avenue, started in business on July 14, 1898, succeeding Chas. Schreiber.

Chas. Struck, 454 Oakdale avenue, started in business August, 1898, succeeding L. Larsen. Member of Executive Committee of the Jobbing Confectioners' Association.

Anton Glenz, who is still in business.

A. F. Seelig, who sold out in 1900.

A. C. Meyer, who is still in business, and William Barrett, who sold out.

MANUFACTURERS FOR 1899.

In 1899 Allegretti & Co., 179 State street, was succeeded by Allegretti & Rubel, the firm consisting of G. Allegretti, I. A. Rubel and B. F. Rubel.

The Allegretti Chocolate Cream Co. gave up the store at 129 Wabash, but continued at 159 State.

The new concerns of the year were:

Chicago Candy Company, 169 South Desplaines.

E. C. Clay & Co., 148 State.

M. Ellias, 394 North avenue.



La Salle Street Station.

I. F. Dickson, confectionery, confectioners' machinery and tools, 100 Lake, and Dowst Bros. & Co., confectioners' prize goods, 24 to 30 South Clinton street, made their bows to the public.

D. W. Sanderson started a factory at 301 West Madison street, but shortly afterward moved to Ft. Dodge, Iowa.

JOBBER FOR 1899.

John L. Koebelin, 1242 North Halsted street, started in business in February, succeeding Michael Zuber.

John Petersen, 416 West Fifty-first place, started in business September, 1899, succeeding Geo. O. Evans.

Mr. Evans bought out Det Stevens in 1889.

Det Stevens bought out part of Henry C. Schendorf's route in the fall of 1888.

Schendorf started in business in the spring of 1879.

Julius Goldschmitt.

MANUFACTURERS FOR 1900.

In 1900 the Ambrosia Chocolate Cream Co. removed from 3333 State to 42 and 44 Michigan avenue, and the following new firms appeared: Cachares & Co., 4516 State; Cayzer Confectionery Co., 101 Kinzie; Costello Chocolate Company, 161 South Jefferson; S. Gichini, 162 West Harrison; T. H. Jensen, 208 Illinois; Lyon & Co., 34 Washington; A. C. Morse, 17-19 River; Herman Rueckheim, 685 Forty-third.

JOBBER FOR 1900.

Louis Veith is one of the quiet men in the business, who has a very fair trade.

Louis Lindberg, 406 West Chicago avenue, started in business on January 20, 1900, succeeding Hans Hansen.

I. A. Bilharz, 7201 Harvard avenue, started in business August, 1900, succeeding C. N. Field, 1229 Thirteenth street.

Henry F. Rokow, 607 West Superior street, started in business November, 1900, succeeding August Schumann. On Reception Committee of convention.

F. C. Tormohlen, 10009 Avenue M, started in business December, 1900, succeeding Mrs. John Block.

Purity



GEORGE FRANK & CO.

MANUFACTURING CONFECTIONERS

We manufacture a full line of
Staple, and finest line of
Penny Goods in Chicago.

Ask for Magnet Brand, Chocolate Dip, Caramel and Almonds.



Trade Mark.



Specialties:

*Pan Work
Lozenges
Clear Goods
Caramels
Fine
Chocolates
and
Bon-Bons
Cordial Eggs.*

BUY MAGNET BRAND—IT MEANS INCREASED TRADE FOR YOU.

Do not fail to put in a stock of
ESTRELLA CHOCOLATES
BITTER SWEETS
PURE FRUIT FLAVORS

129-131 La Salle Ave.

Chicago, Illinois



EXCELLENCE.

A. J. Gallnick, Martin Hinz and John Brown also started this year.

MANUFACTURERS FOR 1901.

Wholesale and manufacturing confectioners were established as follows: Frank P. Allegretti, 192 Grand avenue; Bell & Pfeiffer, 40 Fifth avenue and 612 West Madison; A. S. Cobb, 373 Fifth avenue; Hyde Park Candy Co., 630 Forty-third; Roeschmann & Jonanovich, 171 South Desplaines; Paul Sacher, 110 Erie; Ser-Vis Mfg. Co., 147 West Jackson; H. R. Smith & Bro., 1142 West Lake; West Side Candy Co., 171 South Desplaines. W. C. Garwood, who was formerly at 34 Wabash avenue, was succeeded by the Garwood Candy Co., at 134 Chicago avenue, and Rubel & Allegretti opened a wholesale department at 53 Lake street in this year.

JOBBER FOR 1901.

J. F. Butler, residing at 1989 Gladys avenue, who is a member of the Executive Committee of the Jobbing Confectioners' Association and of the Entertainment Committee of the national convention, started February 1.

William Lawler, who is on the Entertainment Committee for the convention.

Louis Schaffer, 61 Hastings street, started in business on December 1, 1901, succeeding Julius Gordon.

MANUFACTURERS FOR 1902.

The year 1902 developed new firms who manufactured and wholesaled candies as follows: Benedetto Allegretti Co., 213 Randolph; American Chocolate Cream Co., 161 South Jefferson; Bugler & Gobel, 56 North Jefferson; Chicago Candy Co., 236 Fulton street; S. L. Friedman & Co., 130 Orleans; Julius J. Jacobson, 44 Frank street; Jiencke Candy Co., 104 South Desplaines; Nathan Bros., 434 South Halsted; Paul Sacher, 110 Erie.

JOBBER FOR 1902.

J. Benda, 1186 Spaulding avenue, started in business in March, succeeding W. M. Urbanek, 1184 Spaulding avenue. W. M. Urbanek was successor to J. B. Cureton. Mr. Benda is on the Entertainment Committee of the convention.



Illinois Central Depot.

Chas. H. Sell, 3928 Artesian avenue, started in business in March, succeeding Henry Wendelburg.

Julius Sendlinger, 138 Sigel street, started in business in June, succeeding S. R. Lenz.

August Moench, 2902 Wentworth avenue, started in business in July, buying a route from Jos. Wiederkehr.

F. Bartholomae, 7046 Parnell avenue, started in business in September, buying a route from Ira A. Bilharz.

Geo. Fox, 4730 State street, started in business in September, succeeding F. Benrighter.

B. M. Cole, 3554 Cottage Grove avenue, started in business in November, succeeding Frank Hunt, on a transfer of card from Robt. Spear. Mr. Cole is on the Badge Committee of the convention.

Joseph Shefchek has served on many committees of the association, and has been instrumental in getting up pleasant entertainments.

Other jobbers who started this year were: Roger A. Sherman, Jas. Campbell, J. Schmeiser, D. J. Sullivan and Thomas Zajicek.

MANUFACTURERS FOR 1903.

In 1903 the National Candy Company absorbed the plants of Tormoehlen & Bro., 106 West Adams; J. K. Farley Mfg. Co., 104 East Indiana, and Lyon & Co., 51 South Union street, and the following new houses appeared: Guest-Sullivan Candy Co., 11951 South Halsted; Monohan Chocolate Cream Co., 363 Division; Trein Confectionery Co., 128 and 130 Orleans avenue. The firm of Fowler & Roraback was succeeded by Fowler & Stein at 102 West Adams; Plows was succeeded by the Plows Mfg. Co., 346 Wabash avenue, and F. W. Rueckheim & Bro. were succeeded by Rueckheim Bros. & Eckstein.

JOBBER FOR 1903.

There were quite a number of new jobbers this year. They were:

William H. Young, 5917 Princeton avenue, successor of Gust Koenitzer, who started January 5.

Archibald Collins, 8757 Escanaba avenue, started January 7.

Frank R. Peo of 5147 Prairie avenue, who started in March.

One Block West of Illinois Central Depot.
THE BEST ACCOMMODATIONS
for the price in the City.

RATES
50c, 75c
and \$1.00
PER DAY.

All modern
conveniences.



Hot and Cold
Water in
Every Room.

Ten minutes walk
from heart of
the City.

HOTEL SOMERSET

12TH ST. AND WABASH AVE.

R. P. ZIMMERMAN, Prop.



Jonas N. Bell

Manufacturer and Jobber of

High Grade **CONFECTIONS**

Sole Manufacturer of
the Original

"MEXICAN PENOCHIS"

as made in Old Mexico
Tin Boxes 25c.

TEXAS PECAN CLUSTERS

Made of Texas Selected Pecan Nuts
Tin Boxes 30c.

604 W. Madison Street, - - Chicago.

W. J. Briley, 416 West Fifty-first place, who began in May. Mr. Briley is a member of the Amusement Committee of the Jobbing Confectioners' Association.

Peter Boisen, 1035 North Rockwell street, who also started in May.

J. A. Selix, 35 North Center avenue, who began August 1.

V. C. Blaha, 2386 Cornelia street, successor to Wm. Meisterling, who started August 5. Mr. Blaha is a member of the Entertainment Committee.

Frank A. Zech, 716 Winnemac avenue, now a member of the firm of Parman Bros. & Zech, who bought out L. H. Thomas August 1.

George Gaesswitz, 833 North Mozart street, who started September 1.

H. Ziervogel, 603 Turner avenue, who started October 1.

O. N. Bidna, 181 South Leavitt street, who began November 6.

O. Arvoldt, who started November 1 and sold out to L. Olson March 1, 1904.

William Zeese, 258 Cortlandt street.

Other jobbers who started this year were: A. J. Dewey and Theodore Dost.

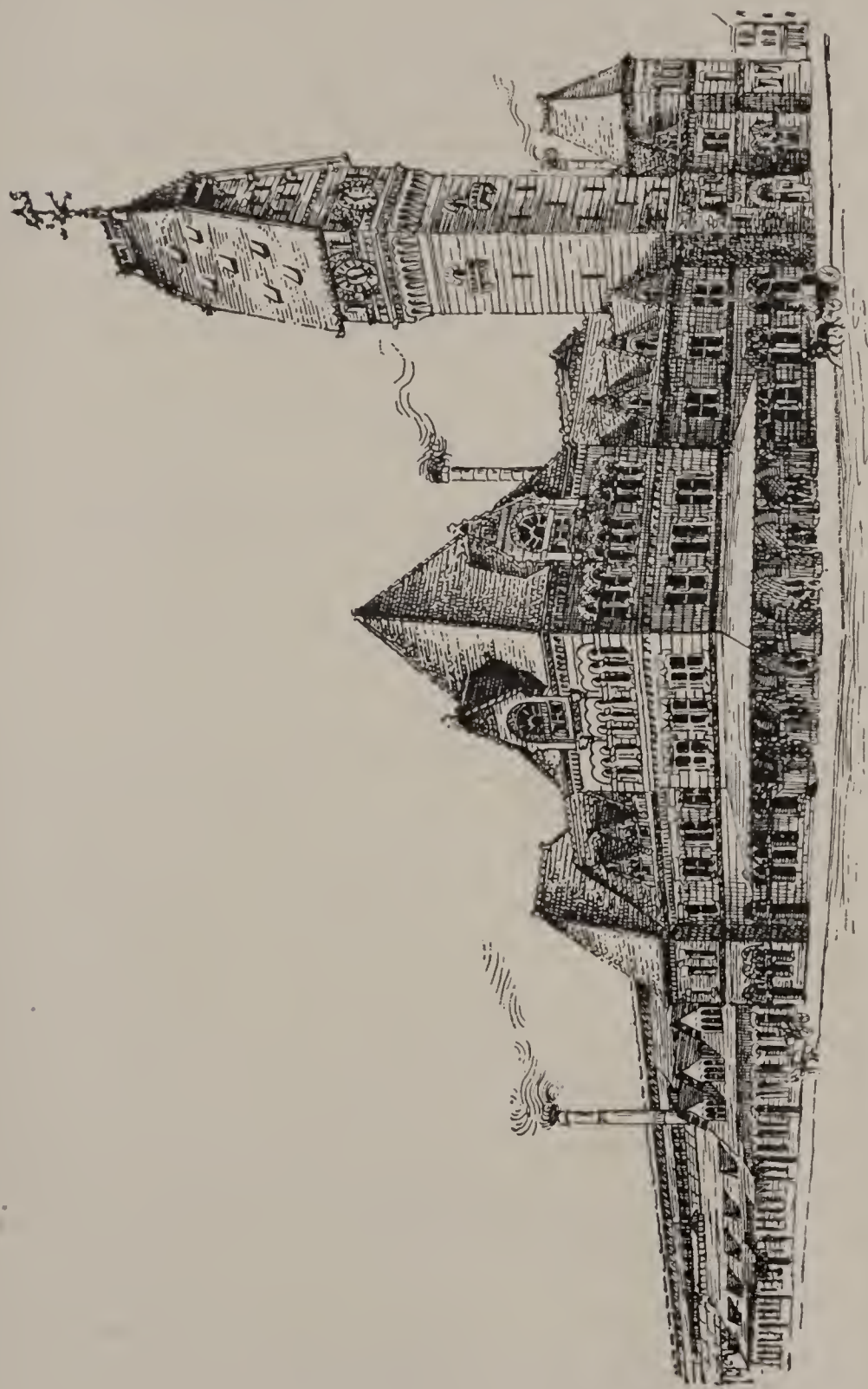
MANUFACTURERS FOR 1904.

In 1904 the following new firms appeared: Cameron-Marbach Co., 171 South Desplaines; Robt. E. Davis, 255 South Western avenue; Samuel Donian, 122 South Desplaines; Jacob S. Edelstein, 232 South Desplaines; Kelley & Goelitz, 55 South Desplaines; Wm. Hagley, 175 South Desplaines; F. Hoffman & Co., 147 Illinois; People's Candy Co., 171 West Adams. In this year Morris & Gottmann were succeeded by Gottmann & Kretchmer, 158 West Jackson, and Arthur Stein & Co. succeeded Fowler & Stein at 102 and 104 West Adams street.

Rueckheim Bros. & Eckstein moved to their new factory at the northwest corner of Peoria and Harrison streets.

JOBBER FOR 1904.

Michael Betz, 3258 Lowe avenue, started in business on March 7, buying a wagon and route from H. E. Schaefer, 353 West Huron street. He is still in business.



Dearborn Station.

L. Olson, 1620 North Humboldt street, started in business in March, succeeding O. Arvoldt.

J. F. Kroell, 67 Forty-first avenue, started in business in April, succeeding G. J. Plack, 1998 Wilcox avenue.

M. J. Ralston, 2300 Wilcox avenue, started in business on April 18, succeeding D. F. Miller.

Hynek J. Dejmek, 1193 South Spaulding avenue, started in business in June.

Geo. E. Dexheimer started in business in September, succeeding R. G. Trowbridge.

F. F. Kraus bought out O. Hoeckzema, who started in May, 1871.

Other jobbers are William Mertel and George Knorr.

JOBBER FOR 1905.

George Knoer, 69 Moffat street, started in business in January, succeeding F. F. Kraus.

St. Jirsa, 1139 Sawyer avenue, started in business January 7, succeeding Thos. Zajicek.

Chas. H. Klaus, 3949 Fifth avenue, started in business on February 2, succeeding Martin Schroeder, Twenty-fourth place and Wentworth avenue.

F. A. Sebastian, 288 Elm street, started in business on March 20, succeeding A. Koessler.

W. E. Mullarky, 1267 Jackson boulevard, went into business in March, succeeding T. A. Chapman.

Chas. Hoffmann, 197 East Fullerton avenue, started in business in April, succeeding E. Klein of 567 West Huron street. Mr. Klein started in business in May, 1885.

John Berkel started jobbing in April.

On March 1, 1905, the Ladies' Auxiliary was formed in connection with the Chicago Jobbing Confectioners' Association, the officers of which are: President, Mrs. A. E. Bruggemeyer; first vice-president, Mrs. Wm. Weis; second vice-president, Mrs. J. B. Beattie; secretary, Mrs. J. B. Hellmann; treasurer, Mrs. Albert Cureton; sergeant-at-arms, Mrs. B. M. Cole; chairman amusement committee, Mrs. R. Marugg. Mrs. J. Parman and Mrs. A. E. Abbs, Mrs. F. Klika, Mrs. L. E. Lent, Mrs. A. Glenz, Mrs. A. Kaspar, Mrs. A. F. Wirth, Mrs. E. O. Reed are also members of the auxiliary.

Try Out Winners

Rickeys, 5 for 1c
Chocolate Nougat, 2 for 1c
Cocoa Milk Chocolates, 2 for 1c
Trinidad Wafers, 10 for 1c
Big 5 Nonpareils
Extra Cream Caramels, 2 for 1c
Chocolate Fudge Caramels, 2 for 1c

**Our Sparkling Gloss Hard Goods are the
best on earth.**

W i n e B a l l s
S o u r B a l l s
L i m e B a l l s
O r a n g e B a l l s
B u t t e r B a l l s
M e x i c a n B a l l s

**Quaker City Chocolate &
Confectionery Co.**

Philadelphia : : : Penn.

With the introduction of glucose and grape sugar the size of the pieces of candy increased and the quality became decidedly bad. It reached the limit in 1885, when a candy store, generally speaking, was not an attractive place, and little frequented by adults. The show cases were full of sticky butter rolls, Texas Jacks, Buffalo Bills, chocolate twists, corks, jaw breakers, chew chews, taffy on a stick, and several mixtures of pop corn and candy. The store-keeper generally asked his jobber for a hat full for a cent. The great aim was to give the most for the money, resulting in giving a buyer enough for a cent or two to last a day, and perhaps longer. In consequence, little money was spent for candies then in proportion to what there was later on, when the quality was improved. This was not brought about by either the manufacturer or retailer, but by the jobber, who gradually dropped out the sticky compounds and began pushing such goods as Hawley's Chocolate Drops, which, by the way, was the first really good chocolate drop to be put on the market. As the demand for goods of this class became greater, the manufacturers, seeing that there was a demand for better goods, and that they were losing trade, began at first in imitating and finally in improving on the goods they copied. Where Hawley at first and Lowney for a brief time, later on, had the reputation of making the finest goods on the market, they fast lost their prestige, as far superior goods are to-day placed on the market by any number of manufacturers. A jobber to-day has to carry a far larger stock than ever before to supply the demand for the many kinds of goods now on the market. Where thirty years ago, nearly half of the stock of the jobber consisted of stick candy, it now consists of such goods as dipped walnuts, dipped caramels, nougats, Italian cream bon bons, cream patties, chocolate drops, etc., in fact very nearly if not quite half of the stock generally carried by jobbers is fine chocolate goods, and it is the jobber, not the manufacturer, who is responsible for the continued improvements being made. The jobber does not now demand the most for the money, but the best that his money can buy, and if the manufacturers he trades with cannot supply his wants he seeks for one who can. The jobber to-day is more independent and a better business man than he was years ago, when he was satisfied to buy without ques-



Charles F. Gunther.

tion what was offered him, and it is evident to everybody connected with the trade that the jobber now in the business is able to think and plan for himself. The retailer has decidedly improved in the last few years, and the retail candy store of to-day bears the impress of respectability such as it never bore before, and instead of being a dingy little store with a display of sticky candy, it is now a neat, attractive place, frequented by persons of all ages, and not as formerly patronized almost entirely by children. As the quality of goods have been improved so have the stores, and storekeepers, and the class of trade, and also the amount of goods disposed of, and the margin on goods sold by the retailer is greater now than ever before.

OUR SPECIALTY
“Getting Repeat Orders”

A FULL LINE OF CHOCOLATES
AND BON BONS IN FANCY
PACKAGES AND 5 LB. BOXES

LARGE ASSORTMENT OF 5 and 10c PACKAGES

Morse's

Good Eating Specialties

SATIN FINISHED
HARD CANDY.....

A. G. MORSE CO., CHICAGO

IN PURCHASING LOOK FOR THE LABEL

ROYAL
BLOOMINGTON
CONFECTIONS

It is the sign of a quick seller and a repeater

REMEMBER

“THE GOOD EATING KIND”

Bloomington Caramel Company
BLOOMINGTON, ILL.

AMERICAN CANDY COMPANY

MANUFACTURERS OF

HIGH GRADE CHOCOLATES

MILWAUKEE, WIS.



Park Views.

Cocoa and Chocolate.

[We are indebted to Walter Baker & Co., Ltd., for many of the following facts.]

Chocolate cuts a great figure in the confectionery business to-day, and there are very few really fine goods manufactured that do not contain a percentage of it. Some are almost entirely composed of chocolate while others are simply coated with it. It would not be out of place here to give a brief description of the cacao or cocoa tree and the manner of gathering the cocoa bean and preparing it for consumption.

I.

During the last five years the consumption of cocoa in various forms has increased to a great extent in this country. This increase in consumption is due to several causes, among the most prominent of which are a reduction in the price, bringing it within the means of all classes; a more general recognition of the value of cocoa as an article of food, and improvements in methods of preparation, by which it is adapted to the wants of the different classes of consumers of confectionery.

The estimated consumption of cocoa in 1806, was 23,000,000 pounds per annum, of which from 6,000,000 to 9,000,000 were supposed to be consumed in Spain. The estimated consumption in Europe alone at the present time is over 170,000,000 pounds.

In the United States the increased consumption of cocoa in recent years has been even more striking. The amount retained for home consumption in 1860 was only 1,181,054 pounds, or $\frac{3}{5}$ of an ounce for each inhabitant. The average annual consumption for the five years, 1901, 1902 and 1903, amounted to 56,300,000 pounds, an increase in forty-two years of about 4,600 per cent.

A. F. WIRTH

188 SHEFFIELD AV.

Wholesale Confectioner

Aug. Mueller

780 N. Winchester Av.

Wholesale Confectioner

V. C. BLAHA

2386 CORNELIA ST.

WHOLESALE CONFECTIONER.

John L. Koebelin

1242 N. HALSTED ST.

Jobbing Confectioner

T. L. EARL

2060 MONROE ST.

WHOLESALE CONFECTIONER.

WM. ZIESE

Wholesale Confectioner

258 CORTLANDT ST.

H. L. Pelles PHONE AUSTIN 1613

5819 Chicago Ave.

Wholesale Confectioner.

FRED SEELIG

979 W. Chicago Avenue

WHOLESALE CONFECTIONER

BEN KUHL

1974 ELSTON AV.

Wholesale Confectioner

Steve Jersa

1139 S. SAWYER AV.

Wholesale Confectioner

WM. H. YOUNG

5917 PRINCETON AV.

Wholesale Confectioner

John J. Seeber

**WHOLESALE
CONFECTIONER**

16 FRANCIS PLACE

Phone Polk 654.

ANDY RUSH

WINES, LIQUORS AND CIGARS.

151 W. Jackson Boulevard,
Bet. Halsted and Desplaines **CHICAGO**

Julius Sendlinger

138 SIEGEL ST.

Wholesale Confectioner.

WM. LAWLER

1488 Washtenaw Av.

Wholesale Confectioner

FRANK R. PEO **Jobbing Confectioner**

5147 PRAIRIE AVENUE

M. F. EGAN
Wholesale dealer in
CONFECTIONERY
5751 Aberdeen St.

L. SCHAFFER
WHOLESALE
CONFECTIONER
60 HASTINGS ST.

PETER BOISEN
WHOLESALE CONFECTIONER
1035 N. ROCKWELL ST.
TEL. MONROE 1413

HENRY F. RAKOW
607 W SUPERIOR ST.
Wholesale Confectioner

PAUL SCHINDLER
Saloon and Restaurant
73 W. WASHINGTON ST , NEAR JEFFERSON
TEL MARKET 1166

FRANZ KADERLI
WHOLESALE
CONFECTIONER
273 CENTER STREET.

CHAS. SCHROEDER
Dealer in high grade
Chocolates
524 N. CALIFORNIA AVENUE

B. M. COLE
JOBGING CONFECTIONER
3554 COTTAGE GROVE AVE.

CHAS. STRUCK
454 Oakdale Ave.
JOBGING CONFECTIONER

T. H. E. HATHAWAY
Dealer in high grade
Penny Goods and Chocolates
410 N. Clark St.

JOHN WATERS
Dealer in high grade
Hard & Soft Coal :: Coke & Kindling
Phone Ogden 1635. 1058 W. Harrison St.

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Printer
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Jobbing
Confectioner
TEL. NORTH 28 217 WELLS ST.

FRANK SEBASTIAN
Jobbing Confectioner
288 ELM ST.

MARTIN HINZ 32 POE ST.
Wholesale Confectioner



Scenes in Garfield Park.

With this increase of consumption has come a corresponding increase in the use of adulterants and the introduction of a great variety of dishonest methods for substituting inferior goods for those of standard quality. Something has been done through local legislation to protect consumers, but much remains to be done in the way of securing uniformity in the definition of standards and providing for a systematic and intelligent enforcement of the pure food laws. While awaiting more effective legislation to prevent the sale of adulterated goods, consumers can best protect themselves by taking only those articles which bear the names of well-known manufacturers whose products can be depended upon.

II.

The term "cocoa" is a corruption of "cacao," but is almost universally used in English-speaking countries. The cacao tree belongs to the natural order of Sterculiaceæ,—a family of about 41 genera and 521 species, inhabiting the warmer regions of the world. None of them grow naturally in our climate or in Europe, and, excepting the little yellow-flowered *Mahernia*, they are very seldom seen in our conservatories.

The first reference to the tree and its products are found in the accounts of the explorers and conquerors who followed Columbus. Their descriptions are remarkably accurate in all essential particulars. The large fruits or pods are borne on the main stem of the tree, one of the most remarkable peculiarities of the plant. As will be shown presently, when a fuller description is given, the fruits are, as a rule, formed on the older parts generally sheltered by a larger tree of some other kind near it. This practise of planting a sheltering tree to shade the young cocoa tree for a time is kept up wherever the plant is successfully cultivated. It is certainly interesting that this point in cultivation, which might easily have been thought to be accidental or local, was delineated more than three centuries ago.

The seeds of the tree are borne in pods, which are irregular and angular in shape, much like some forms of cucumbers, but more pointed at the lower extremity, and more distinctly grooved. These pods measure in length nine inches to a foot, or even more, and about half as much in diameter. The color, when young, is green,

Chiclets

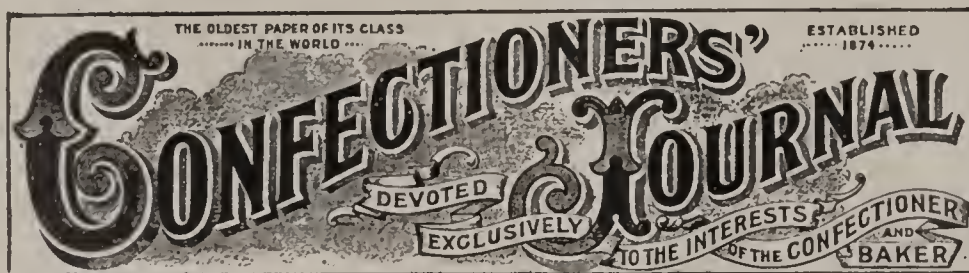
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Candy Coated
Chewing Gum

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Associate Member of the National Confectioners' Association.

A monthly review of all the news of the trade, pure food legislation, modern processes, practical recipes, latest inventions, new ideas and profitable information invaluable to every manufacturing wholesale and retail confectioner.

Note A Sample Copy sent FREE to confectioners mentioning this ad.

CONFECTIONERS' JOURNAL - PHILADELPHIA

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makers of the only

Genuine Italian Cream

ON THE MARKET.

— FLAVORS: —

Vanila

Chocolate

Orange

Peach

ALSO THE ORIGINAL

Princess Kiss

A most delicious piece of molasses candy.

We also make Creamcata Nut Nougat and Vanila
and Chocolate Walnut Block.

Beware of Imitations! ATTEMPTS HAVE BEEN AND
ARE BEING MADE TO IMI-
TATE OUR GOODS. OUR GOODS ARE STILL UNEQUALED.

The Wuest-Bauman-Hunt Co.

CLEVELAND, OHIO.



Wading in Douglas Park.

becoming later dark yellow or yellowish brown. The rind is thick and tough. The pods are filled with closely packed "beans," or seeds, embedded in a mass of cellular tissue, sometimes of pleasant subacid taste. The seeds are about as large as ordinary almonds, whitish when fresh, and of a disagreeable bitter taste. When dried they become brown.

The fruits are about four months in ripening; but they appear and mature the whole year through. In point of fact, however, there are chief harvests, usually in early spring, but this is different for different countries.

"Cacao is planted from fresh seed. Four or five are put in each hole, which are 5 yards apart, in rows. Formerly they were 2 or 3 yards apart, but experience has shown that this method does not give the plant sufficient air, light, and nourishment.

"The preparation of land for a cacao plantation consists in clearing it of small trees, underbrush, and weeds, but leaving the large trees. The space between the trees is planted in corn, arrow-root, or plantains, the latter in abundance, with the double object of affording shade to the delicate cacao plant and producing an immediate income. These crops are grown until the fifth or sixth year, when the cacao has reached a height of 8 or 9 feet, commences to bear fruit, and enters upon a stage of perfect vitality. Then auxiliary crops cease to be planted and the ground is left clear, save for the large trees, which generally stand at intervals of 40 or 50 yards.

"In the first few years, the plant is pruned occasionally, in order that it may 'run to fruit' more quickly. Manures have never been used, even where the ground has been cultivated for over a century, and no irrigation is practised. The sediment spread over the land by the rains during the rainy season and the decaying vegetation appear to afford sufficient nutriment. In some haciendas, however, the proprietors pile up leaves and other vegetable matter found in the vicinity of the tree at its foot, and also rub down the bark with coarse cloths to destroy the adhering parasites.

"In the sixth or seventh year, the tree commences to bear, but the pods at this time are very small and scarcely repay the effort to gather them. In the tenth year, the tree reaches full ma-



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Jobbing Confectioner

SCHRAFFT'S

A MAN AND A WOMAN

Judge a man by his cigars, a woman by her confectionery. Refined women insist on Schrafft's chocolate bon bons.

There is something peculiarly delicate, "melting," satisfying about them. SCHRAFFT on every chocolate.



Cornwell Candy Company

DISTRIBUTORS

Branch House
Second & Walnut Streets
St. Louis, Mo.

Main Office and Factory
49 & 51 South Union Street
Chicago, Ill.



West Park Boulevards.

turity. It then produces on an average 1 pound of dry cocoa of good quality. There are many trees which produce more, especially those which are isolated, some of which have yielded at one picking as much as 7 or 8 pounds. The tree is in bloom the entire year, but most of the blossoms fall before fructification, which occurs twice a year, the time varying with the locality.

“The cacao tree grows to a height of 20 or 30 feet; its leaves are evergreen and lanceolated in form; the base of the main trunk attains a thickness of 8 to 10 inches; the bark is hard and of greenish coffee color. The blossom is very small, pinkish white, and waxlike in appearance. It grows directly out of the main trunk and branches. If it fructifies, the petals fall off, and from the stamens, in the course of from fifty to seventy days, an oblong pod is developed. This pod is of golden color, and contains some twenty to thirty-five grains of cacao, enveloping in a gummy liquid, which coagulates on exposure to air. The outer rind of this pod is dark or golden yellow in color and very hard, a sharp instrument being necessary to cut it open. Its size varies, according to the kind of cacao, from 8 to 15 inches long by from 2 to 6 inches thick. The outer rind is marked by longitudinal furrows, more or less pronounced, which indicate the interior arrangement of the seeds. Both the outer rind and the gummy contents of the pod are porous and blacken in color as soon as picked.

“As soon as the pods begin to ripen, they are removed with pruning knives, very sharp; and attached to the ends of long poles, which are lengthened by joints as often as required. As the twigs are very tough the blow with this instrument must be strong and well aimed, the laborers must be experienced on account of the particular skill that is required and the fatigue that attends handling heavy poles sometimes 30 feet long. They are heaped in piles by one set of laborers, while another cuts them open and extracts the contents. A sharp pruning knife is used, and the seeds are often damaged through carelessness.

“The drying is done on open platforms made of split bamboo and palms, where the cacao is exposed to the sun during three or four days, and, in order that it may dry uniformly and well, laborers are employed to tread it out with bare feet. If not well dried, the

Benda & Hynous

1184 South Spaulding Avenue

We are the *Specialty* men you are
looking for

Have you seen our Penny

Button & Badge
Prize



The greatest seller
on
the market

We also have new Candy
by the carloads

Drop us a Postal and be convinced



CHOCOLATE
OPERA CREAM BAR

HAGLEY'S

FINE



CHOCOLATES

63 AND 65 S. DESPLAINES STREET
CHICAGO

*We are manufacturers of
good eating and good selling*

Penny Novelties

See Our Samples Before Buying

The Lauer & Suter Co.

*1420 to 1431 PHILPOT STREET,
BALTIMORE, MARYLAND.*



Flag Day, Garfield Park.

bean is apt to ferment, and if excessively dried it shrinks and, finally, turns black."

The prime object of the sweating or fermentation appears to be to change the inside portion of the bean by absorbing into it products obtained from the fermenting and decomposing pulp, and where this is not accomplished by any of the methods, the bean is classed as unfermented, and the product is of lower value.

The seeds are brought into the market in their crude state, as almond-shaped "beans," which differ in color and somewhat in texture. Upon the color of shell and kernel, the relative brittleness, the flavor, and the odor depend the market value of the seeds.

The dried seeds have a paper, brittle shell, which is very smooth on the inside. The kernel consists of two large cotyledons or seed-leaves, reddish gray or reddish brown, with a shining, oily surface, the whole crushing rather easily into a loose mass of fragments. The kernel, when dry, has a minute, tough, almost stony radicle, which separates easily from the cotyledons. Microscopic examination shows that the cells of the seed-leaves contain albumen,—sometimes in a crystalline condition,—crystals of entirely different shapes, starch, coloring substances in special receptacles known as pigment cells, and ducts with spiral markings. They are generally spherical and simple. The coloring substances are mainly of a carmine or violet color, and are distinguished by the change of shade when an alkali is added, becoming thereby darker.

All seeds of whatever kind contain, as a part of their substance, the matter of which cell walls are made, namely, cellulose. The percentage differs in different seeds, in those of the chocolate plant being about three in the hundred.

Starch forms, on an average, 8 to 10 per cent of chocolate seeds. It consists of minute spherical grains, not distinguishable from that found in many other kinds of seeds. Traces of gum and of other allied bodies are also present in the seeds.

Albuminoids, or substances resembling, in a general way, the albumen of egg, occur in chocolate seeds as they do in other seeds, and in a somewhat higher amount than in certain other cases in which seeds are used as food. The percentage ranges from about 15 to 20, depending on the variety. These albuminoids are compounds of



AUG. JORDAN

JOBGING CONFECTIONER

Telephone Monroe 1413.

1299 SOUTHPORT AVENUE

GILT EDGE

TRADE MARK

Penny Goods, French Mixtures,
Lozenges, A. B. Gum Work,
Hard Boiled Candy and Fine
Chocolates

WE SELL TO JOBBERS ONLY

The GEO. BLOME & SON CO.

BALTIMORE, MARYLAND



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(Member Chicago Jobbing Confectioner's
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Weekly Assemblies at

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EVERY

Wednesday and Saturday Evening

Delegates to the convention
are invited to attend while in
the city, and see a beautiful
decorated Hall, exquisite mu-
sic and all the Lemon Frappe
you can drink.



Views in Douglas Park.

nitrogen, and are extremely nutritious. In the seeds they occur in a readily assimilable form, fit for digestion.

Theobromine, the active principle of the cocoa bean, constitutes less than 1 per cent of the weight of the seeds, but it varies greatly in amount in different seeds.

Cocoa butter, or oil, constitutes not far from 50 per cent of good cocoa beans. The oil is remarkable for its freedom from rancidity and its very bland character. Its uses are innumerable.

III.

EARLY USE OF COCOA AND CHOCOLATE.

The name "chocolate" is nearly the same in most European languages, and is taken from the Mexican name of the drink, "chocolatl."

The Spaniards found chocolate in common use among the Mexicans at the time of the invasion under Cortez, in 1519, and it was introduced into Spain immediately after. The Mexicans not only used chocolate as a staple article of food, but they used the seeds of the cacao tree as a medium of exchange.

In the "True History of the Conquest of Mexico," by Bernal Diaz, an officer under Cortez, it is related that "from time to time a liquor prepared from cocoa and of a stimulating or corroborative quality, as we are told, was presented to Montezuma in a golden cup.

"Those that make it into tablets put a spoonful of the paste upon a piece of paper (the Indians put it upon the leaf of a plaintain tree), where, being put into the shade (for in the sun it melts and dissolves), it grows hard; and then blowing the paper or leaf, the tablet falls off by reason of the oily nature of the paste. But if it be put into anything of earth or wood, it sticks fast, and will not come off but with scraping or breaking. The manner of drinking it is divers; the one (being the way most used in Mexico) is to take it hot with Atolle, dissolving a tablet in hot water, and stirring and beating it in the cup, when it is to be drank. Another way is that the chocolate, being dissolved with cold water and stirred, and the scum being taken off and put into another vessel, the remainder be set upon the fire, with as much sugar as will sweeten it,

WILBUR'S

For those who value Quality.

Wilbur's American Milk Chocolate

Three forms: Cakes, Croquettes, Cupidos.

Wilbur's Vanilla Chocolate Buds

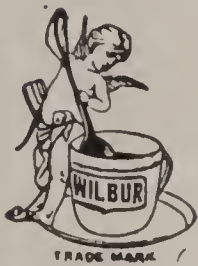
Delicious morsels, pure chocolate, vanilla flavored.

Wilbur's Sweet Clover Vanilla Chocolate

The original and popular 5c vanilla chocolate.

Wilbur's Chocolate Coatings and Liquors

Manufacturing Confectioner's use, unsurpassed in quality and flavor.
SAMPLE FREE.



H. O. Wilbur & Sons

New York

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ALL GOOD SELLERS

VIOLET CHEWING GUM

FOUR FLAVORS:

PEPPERMINT

VIOLET

CACHOU

WINTERGREEN

Delicious for Indigestion and Breath.

DANDY CHOCOLATE

The best selling Penny Chocolate. For sale by all jobbers.

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Wholesale Confectioner

353 N. Lincoln Street

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171 N. HUMBOLDT ST.

Wholesale Confectioner.



Music in Douglas Park.

and when it is warm, then to pour it upon the scum which was taken off before, and so to drink it. But the most ordinary way is to warm the water very hot, and then to pour out half the cup full that you mean to drink; and to put into it a tablet or two, or as much as will thicken the water, and then grind it well, and when it is well ground and risen to a scum, to fill the cup with hot water, and so drink it by sups (having sweetened it with sugar), and to eat it with a little conserve or maple bread, steeped into the chocolate.

“Besides these ways there is another way (which is much used in the Island of Santo Domingo), which is to put the chocolate into a pipkin with a little water, and to let it boil till it be dissolved, and then to put in sufficient water and sugar according to the quantity of the chocolate, and then to boil it again until there comes an oily scum upon it, and then to drink it.”

“The Spanish ladies of the New World, it is said, carried their love for chocolate to such a degree that, not content with partaking of it several times a day, they had it sometimes carried after them to church. This favoring of the senses often drew upon them the censures of the bishop; but the Reverend Father Escobar, whose metaphysics were as subtle as his morality was accommodating, declared, formally, that a fast was not broken by chocolate prepared with water; thus wire-drawing, in favor of his penitents, the ancient adage, *Liquidum non frangit jejunium.*”

Chocolate appears to have been highly valued as a remedial agent by the leading physicians of that day. Christoph Ludwig Hoffmann wrote a treatise entitled “Potus Chocolate,” in which he recommended it in many diseases, and instanced the case of Cardinal Richelieu, who, he stated, was cured of general atrophy by its use.

The earliest intimation of the introduction of cocoa into England is found in an announcement in the *Public Advertiser* of Tuesday, June 16, 1657 (more than a hundred and thirty years after its introduction into Spain), stating that “In Bishopgate Street, in Queen’s Head Alley, at a Frenchman’s house, is an excellent West India drink, called chocolate, to be sold, where you may have it ready at any time; and also unmade, at reasonable rates.”

Two years later, in the *Mercurius Politicus* for June, 1659, it is stated that “Chocolate, an excellent West India drink, is sold in

Any jobber will be glad to supply you with

SMITH'S
— GOLD BAND —
BUTTER-SCOTCH

IT ALWAYS SELLS.

G. A. OEHLER

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WM. SCHUKRAFT & SONS

Wagon Manufacturers and Repairers

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Have You Ever Tasted One of

Murbach's Whipped Creams?

If you have
You know why
They are the
GREATEST



**Chocolate
Specialty**

In the world

Let us mail you
a Sample.

The Murbach Company

BALTIMORE, MD.

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Manufacturers of

CARRIAGES AND WAGONS

Robey St. & Ogden Av., Chicago

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WHOLESALE CONFECTIONER

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Wholesale Confectioner

817 Burling Street

P. H. MICHEL

194 HASTINGS ST.

Wholesale Confectioner



Haymarket Statue in Union Park.

Queen's Head Alley, in Bishopgate Street, by a Frenchman who did formerly sell it in Grace Church Street and Clement's Churchyard, being the first man who did sell it in England; and its virtues are highly extolled."

A book written in the time of Charles II., entitled "The Indian Nectar, or a Discourse Concerning Chocolate, etc.," says the best kind can be purchased of one Mortimer, "an honest though poor man, living in East Smithfield," for 6s. 8d. per pound, and commoner sorts for about half that price.

About the beginning of the eighteenth century chocolate had become an exceedingly fashionable beverage, and the cocoa tree was a favorite sign and name for places of public refreshment. Cocoa and chocolate are frequently mentioned in contemporary literature; and among others Pope, in his "Rape of the Lock," alludes to it; the negligent spirit, fixed like Ixion,—

"In fumes of burning chocolate shall glow,
And tremble at the sea that froths below."

Chocolate was first manufactured in this country in 1765, in a mill on the Dorchester side of the Neponset River, at a point long known as Milton Lower Mills. Fifteen years later the plant came into the possession of Dr. James Baker, and the small beginning then made of a new industry has developed into the world-famous manufacturing establishment known as Walter Baker & Co., Ltd., of which some account is given farther on.

The first notice of the sale of cocoa and chocolate in this country appears in the *Boston Gazette and Country Journal* of March 12, 1770, as follows:

"TO BE SOLD BY
JOHN BAKER

At his Store in Back Street a few Bags
of the best Cocoa; also choice Chocolate
by the Hundred or Smaller Quantity."

More Could be Said

But What's the Use.

GEO. ZIEGLER CO.

MANUFACTURING
CONFECTIONERS.

Milwaukee, Wis.

THAT'S QUITE ENOUGH.

One Moment Please!

IF YOU DO NOT WANT TO
HANDLE PURE, GOOD EAT-
ING PENNY GOODS, FOR
GOODNESS SAKE DON'T
BUY JOSSELYN'S COCOA-
NUT WAFFLES AND
MACAROONS

N U F S E D !

E. H. Josselyn, - Baltimore, Md.

Co-Operative Flint Glass Co.

LTD.

MANUFACTURERS OF

TABLET JARS
TIN TOP JARS
FRENCH JARS
RING JARS
TOY MUGS
INDIVIDUAL SALTS
CAKE COVERS
CAKE STANDS
OBLONGS, ETC., ETC.

Beaver Falls, - Pennsylvania

FRANK
GREEN

*JOBGING
CONFECTIONER*

125 Melrose Street

A. C. MEYER

WHOLESALE
CONFECTIONER

2704 Wallace Street, Chicago



The New Lagoon, Douglas Park.



Entrance Garfield Park.

The following from the *Essex Gazette*, of June 18, 1771, contains the first public notice of the manufacture of chocolate:

“AMOS TRASK,
At his House a little below the Bell-Tavern in
DANVERS,
Makes and sells CHOCOLATE,
which he will warrant to be good, and
takes Cocoa to grind. Those who may
please to favour him with their Custom
may depend upon being well served, and
at a very cheap Rate.”

Crude cocoa was brought to the American market at that time by the Massachusetts traders, especially the Gloucester fishermen who received it in exchange for the fish and other articles which they shipped to the West Indies and Central and South America; and the direct connection with the producers, thus early established, was maintained until recent years.

In giving an account of the manufactures in Boston, in 1794, J. L. Bishop, in his “History of American Manufactures,” says: “Chocolate had long been made from the large quantities of cocoa obtained in the West India trade, and had been greatly expedited by recent inventions. The chocolate mill of Mr. Welsh, at the North End, could turn out 2,500 lbs. daily.”

IV.

A PERFECT FOOD.

Baron Von Liebig, one of the best-known writers on dietetics, says:

“Chocolate is a perfect food, as wholesome as it is delicious, a beneficent restorer of exhausted power; but its quality must be good, and it must be carefully prepared. It is highly nourishing and easily digested, and is fitted to repair wasted strength, preserve

We have often heard it stated that there is



a sucker born every minute, and while we do not admit this, we are not in a position to say that there is no truth in it. If this statement is true, it means that 1440 suckers enter this world of sorrow every day, or at the rate of about 500,000 per year, and under these circumstances, we see how it is possible for a man to sell and continue selling an article with little or no merit, provided he sees a new one each time. ¶ We have an article of merit and are looking for new trade, but we can offer you as references any one who ever handled our

“Reed’s Butter Scotch Patties.”

In regard to this article, we say without fear of contradiction, that it is the nicest and most convenient size on the market, that it will come up with the requirements of any Food Law of any State or Country, and that it is a Butter Scotch pure and simple, as it contains no foreign flavoring or coloring matter whatever. It is packed only in air-tight and dust-proof glass and tin packages, and is put on the market in the fall as soon as the weather is cool enough, and we guarantee it in every way through the season until the following May. Ask any one who has ever handled or eaten this popular confection, and order them through your jobber and give them a trial. Satisfaction guaranteed. ¶ When you order be sure you ask for “REED’S BUTTER SCOTCH PATTIES.”

EUGENE O. REED COMPANY, (Inc.) Chicago.

V. G. GURINIAN, Pres. and Treas.

A. B. GURINIAN, Secy.

The Oriental Manufacturing Co.

ESTABLISHED 1889.

CONFECTIONERS

MAKERS OF SPECIALTIES

Turkish Delights (Fig Paste)

Paste Goods

Butter Scotch Kisses

Neapolitan Ice Cream

American Wrapped Nougats

Fruit Lokooms

Molasses Kisses

Oriental Nougat

Fine French Wrapped Nougats

Chocolate Dipped Nougats

GURINIAN'S MOLASSES PUFFS

ORIENTAL CHEWING CANDY

SEND FOR SAMPLES AND QUOTATIONS

198-200 South Center Avenue, Chicago

The John Mueller Licorice Co.

2117-2119-2121-2123 Reading Road, CINCINNATI

MANUFACTURERS OF

"Famous" Licorice Specialties:

100 Stick

200 Stick

Brick

100 Tubes

200 Tubes

300 Tubes

Plug

Cigarettes

Shoe-Strings

Senswirth

Licorice Ends

for Grab Bags

OUR LATEST NOVELTIES:

Breath Flakes

100 Packages

Whoppe:s

200

Noodles

400

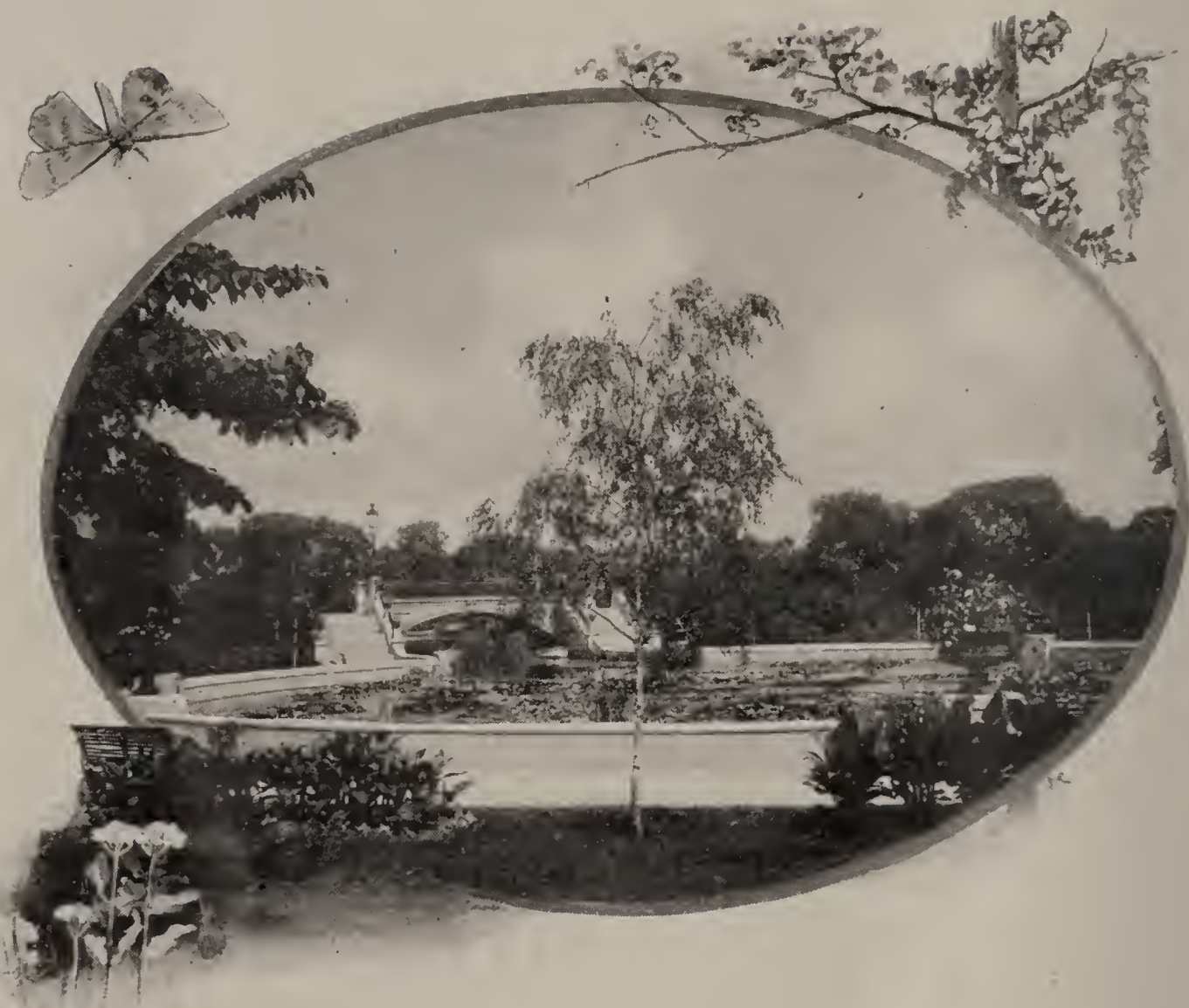
Licorice Logs

1200

Eagles 150-2 for 14

360 Tubes-5 for 14

Busters 216-3 for 1c



Scene in Union Park.

health, and prolong life. It agrees with dry temperaments and convalescents; with mothers who nurse their children; with those whose occupations oblige them to undergo severe mental strains; with public speakers, and with all those who give to work a portion of the time needed for sleep. It soothes both stomach and brain, and for this reason, as well as for others, it is the best friend of those engaged in literary pursuits."

After giving an analysis of the cocoa bean, he goes on to say: "This substance in its action is less exciting to the nervous system than tea or coffee, and at the same time it contains a much larger proportion of nutritive material. Moreover, its flavor is not lessened by the addition of milk, so that it can be boiled in milk only, and thus produce a most agreeable and nutritious food. There are, therefore, many persons, states of system, and circumstances in which its use is to be preferred to either tea or coffee."

Time and experience have shown "that chocolate, carefully prepared, is an article of food as wholesome as it is agreeable; that it is nourishing, easy of digestion, and does not possess those qualities injurious to beauty with which coffee has been reproached; that it is excellently adapted to persons who are obliged to a great concentration of intellect in the toils of the pulpit or the bar, and especially to travelers; that it suits the most feeble stomach; that excellent effects have been produced by it in chronic complaints, and that it is a last resource in affections of the pylorus.

"Some persons complain of being unable to digest chocolate; others, on the contrary, pretend that it has not sufficient nourishment, and that the effect disappears too soon. It is probable that the former have only themselves to blame, and that the chocolate which they use is of bad quality or badly made; for good and well-made chocolate must suit every stomach which retains the slightest digestive power.

"In regard to the others, the remedy is an easy one: they should re-enforce their breakfast with a *paté*, a cutlet, or a kidney; moisten the whole with a good draught of soconusco chocolate, and thank God for a stomach of such superior activity.

"This gives me an opportunity to make an observation whose accuracy may be depended upon.

LAXATIVA CHEWING GUM

Is a ready seller where once introduced; for who once tries it will always buy it, for nine out of ten troubled with constipation are in the habit of using such as pill tablets, etc., which can be done away with and still do the work by chewing LAXATIVA Chewing Gum, which is sold by all wide awake storekeepers, as it is increasing their trade and adding more profit to their business. For sale by all up to date candy men. Ask for it.

Manufactured only by

B. A. LAUTENSLAGER CO.

161 So. CANAL STREET, CHICAGO, ILL.

Geo. Knorr

69 MOFFAT ST.

JOBGING CONFECTIONER

J. SHEFCHEEK

Jobbing Confectioner

Fancy Chocolates, Gums, etc.
Tel. Garfield 1114. 6447 Union Ave.

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FRED W. MEYER

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JOBGING CONFECTIONER

The Hustin Candy Kitchen

W. N. SHIELDS, Prop.

Manufacturer and Retailer of Everything in Candies
117 NORTH PARK AVENUE.

I warrant good, honest work.

OGDEN SHOEING SHOP

J. STOKES, PRACTICAL HORSESHOER

All diseases of the Feet Successfully Treated.

TEL. WEST 193 53 ODGEN AV., NEAR POLK ST.

J. B. Beattie

2485 W. Monroe St.

Wholesale Confectioner

"After a good, complete, and copious breakfast, if we take in addition a cup of well-made chocolate, digestion will be perfectly accomplished in three hours, and we may dine whenever we like. Out of zeal for science, and by dint of eloquence, I have induced many ladies to try this experiment. They all declared, in the beginning, that it would kill them; but they have all thriven on it, and have not failed to glorify their teacher.

"The people who make constant use of chocolate are the ones who enjoy the most steady health, and are the least subject to a multitude of little ailments which destroy the comfort of life; their plumpness is also more equal. These are two advantages which everyone may verify among his own friends, and wherever the practice is in use."

"Chocolate contains a very large proportion of nutritive matter in a small volume. In an expedition to a great distance, where it is imperatively necessary to reduce the weight of the rations, chocolate offers undeniable advantages, as I have had frequent occasions to notice. Chocolate and corn meal render the plateaus of the Andes and the vast, uninhabited forests accessible to man.

"Roasted, ground, and mixed with sugar, cocoa becomes chocolate, the nutritive properties of which astonished the Spanish soldiers that invaded Mexico."

In South America cocoa and maize cakes are used by travelers, and the large amount of agreeable nourishment in small bulk enables several days' supplies to be easily carried. By roasting, the starch is changed into dextrine, the amount of margaric acid increases, and an empyrematic aromatic substance is formed.

The nervousness and peevishness of our times are chiefly attributable to tea and coffee; the digestive organs of confirmed coffee drinkers are in a state of chronic derangement, which reacts upon the brain, producing fretful and lachrymose moods. Cocoa and chocolate are neutral in their physical effects, and are really the most harmless of our fashionable drinks.

Cocoa gives one-third its weight in starch and one-half in cocoa butter; and, converted into chocolate by the addition of sugar, it realizes the idea of a complete aliment, wholesome and eminently hygienic. The shells of the bean contain the same principles as the kernels, and the extract, obtained by an infusion of the shells in sweetened milk, forms a mixture at once agreeable to the taste.



Sketches in Douglas Park.



Nooks in Douglas Park.

American Caramel Company

MAKERS OF

Dependable Sellers IN CONFECTIONERY

Honey Cakes	-	=	144S
MILK Caramel	-		144 & 288S
Jersey Cream Caramel	-		216S
Hobson Kisses	=	=	720S
Rob Roys	-	=	720S
Yaller Kids	=	-	216S
Navy Cut	=	-	72S
Goo Goos'	=	=	288S
Jolly Boys	=	=	360S
Old Glories	=	=	216S

FACTORIES LOCATED AT

YORK, PA.

LANCASTER, PA.

PHILADELPHIA, PA.

Mme. de Sevigne, in one of her letters to her daughter, says:

"I took chocolate night before last to digest my dinner, in order to have a good supper. I took some yesterday for nourishment, so as to be able to fast until night. What I consider amusing about chocolate is that it acts according to the wishes of the one who takes it."

It will be observed that Brillat-Savarin corroborates this statement as to the value of chocolate as an aid to digestion.

The cocoa bean has in its composition more nitrogen than wheat flour,, about twenty times as much fatty matter, a considerable proportion of starch, and an agreeable aroma which excites the appetite. We are entirely disposed to admit that this substance contains a remarkable nutritive power. Besides, direct experience has proved this to be the case. In fact, cocoa, closely combined with an equal or two thirds' weight of sugar, forming the article well-known under the name of chocolate, constitutes a food, substantial in all respects, and capable of sustaining the strength in traveling.

Cocoa and chocolate, in consequence of their elementary composition, and of the direct or indirect addition of sugar before their consumption, constitute a food, respiratory, or capable of maintaining animal heat, by means of the starch, sugar, gum, and fatty matter which they contain; they are also articles of food favorable to the maintenance or development of the adipose secretions, by reason of the fatty matter (cocoa butter) belonging to them; and, finally, they assist in the maintenance and increase of the tissues by means of their congeneric azote substances, which assimilate therewith.

There lately died at Martinico a counselor, about a hundred years old, who for thirty years past lived on nothing but chocolate and biscuit. He sometimes, indeed, had a little soup at dinner, but never any fish, flesh, or other victuals. He was, nevertheless, so vigorous and nimble that at fourscore and five he could get on horseback without stirrups.

Chocolate is not only proper to prolong the life of aged people, but also of those whose constitution is lean and dry, or weak and cacochemical, or who use violent exercises, or whose employments oblige them to an intense application of mind, which makes them very faintish. To all these it agrees perfectly well, and becomes to them an altering diet.



Views in Union Park.

Dr. Nansen, the famous Arctic explorer, in his book entitled "The First Crossing of Greenland" (Vol. I., p. 58), speaks of chocolate as an important part of the equipment for such an undertaking. "We generally," he says, "used chocolate in the morning, which is mild in its effect and at the same time nourishing."

In a first-class article, the beans should be of the highest excellence; they should be carefully grown on the plantation and there prepared with great skill, arriving in the factory in good condition. In the factory, they should simply receive the mechanical treatment requisite to develop their high and attractive natural flavor and fragrance. They should be most carefully shelled after roasting and finely ground without concealed additions. This is the process in all honest manufactories of the cacao products.

In the preparation of many of the cacao products on the market a wholly different course has been pursued. They are only imperfectly, if at all, shelled before grinding. Chemical treatment is relied on to correct in part the odor and taste of such inferior goods, and artificial flavors, other than the time-honored natural vanilla and the like, are added freely. The detection of such imposition is easy enough to the expert, but is difficult to the novice; therefore the public is largely unable to discriminate between the good and the inferior, and it is perforce compelled to depend almost entirely on the character and reputation of the manufacturer.

Pure cacao-products are characterized by extreme delicacy of flavor. But they possess another feature of attractiveness,—a beautiful rich red-brown color which is so truly characteristic, that its name, "chocolate," has passed into many languages as denoting this charming shade. When the cacao product is pure, this shade is not a very dark brown, it inclines rather to a dark red. When the color of a cacao-product is so dark as to appear almost black it is a sure sign that it has been tampered with in the process of manufacture or else that the original cacao-seed was of poor quality. The uninformed person naturally thinks that the deeper shade means strength. This it never means. The black color simply shows that the manufacturer has seen fit to employ additions at some stage of the process, or perhaps has preferred to color his goods artificially with lampblack. It may be said, once for all, that black cacao-prod-

**CONFECTIONERS'
NOVELTIES**

New Goods Every Week



For Penny Goods, Prizes & Gum Manufacturers.

DOWST BROS. CO.,

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Established 1881

J. W. Allen & Co.

Manufacturers and Jobbers of

Supplies and Machinery

For Bakers, Confectioners, Soda
Dispensers, Ice Cream Manu-
facturers, Hotels, Caterers, Etc.

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CHICAGO

Telephone Monroe 1424.

A. J. DEWEY

Wholesale Jobbing Confectioner

Fine Chocolates a Specialty. Latest Penny Goods
Tel. Seeley 1844. 2024 W. Monroe St.

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F. KROELL

67 41st Avenue

Wholesale Confectioner.

Joseph Goldstein

Jobbing Confectioner

5203 S. Ashland Ave.

A. L. GERBERICH

2081 W. MADISON ST.

Wholesale Confectioner

**"BETTER TIMES ARE COMING
BYE & BYE"**

This beautiful new and
catchy song, and also "W'en
The Coon Am De President", both with
words and complete full sheet Music for the
Piano, for 20c in stamps. M. S. VARLEY,
Publisher, 464 Ogden Avenue, Chicago.

Hynek J. Dejmek

Wholesale Confectioner

1130 Turner Ave., Cor. 24th St.

O. N. BIDNA

181 S. LEAVITT ST.

Wholesale Confectioner

H. Ziervogel

603 TURNER AVE.

Wholesale Confectioner

ucts must be looked upon with suspicion. They contain foreign matters or else they have been maltreated during manufacture. Pure products of the cacao-seed preserve their fine delicacy of flavor from start to finish. Discriminating purchasers know this and recognize the fine reddish-brown as characteristic of a pure product, while it is only among those who do not give proper attention to the matter that a market can be found for the cacaos and chocolates to which lampblack has given an unwholesome darkness.

The best cocoa from the dietetic standpoint is undoubtedly that which is perfectly pure without addition of any kind whatsoever. Some manufacturers add starch in the mistaken idea that starch properly replaces the fat removed. But in no case can starch take the place of fat in a food, and the result is simply to lower the flesh-forming qualities of the cocoa so treated. Starched cocoa is really a poor food, and should be avoided by all who wish to get the most nutriment at the lowest cost in the form of pure cocoa. Perhaps the most novel departure of late years is the addition of kola to cocoa. Kola is a powerful drug, and contains besides caffeine other potent nerve stimulants. Pure cocoa is so rich in good dietetic properties that to interfere with the normal proportions of the food principles is to notably decrease its nutritive value.

We will now refer briefly to the modern method of manufacture, in which the latest and most improved machinery and appliances are used to improve the quality and cheapen the cost of production.

The selected cocoa beans are first cleaned from the dust and attached particles which have come from various sources during the fermentation of the seeds. The machines for cleaning the beans are very ingenious and effective, removing from the seed coat every trace of foreign matter.

The cleaned seeds are next roasted in the most careful manner, every precaution being taken to secure a uniform effect through the whole mass. During the roasting the seeds change color somewhat and become more or less modified in taste. In under-roasted seeds the flavor is not fully developed, while in over-roasted seeds the pleasant taste is likely to become greatly impaired, or it may even be wholly replaced by a bitter and harsh flavor. These relations of color and taste to the roasting of the seeds make this portion of the



Views in
Garfield Park.



Nooks in Douglas Park.

Knickerbocker Chocolate Co.

INCORPORATED.

Manufacturers of



16 TO 1 CHOCOLATE

1 CENT BARS.

Chicago Office, 99 Randolph St.

Insist on getting the best—There is no other piece just as good.

If your supply wagon man doesn't carry it drop a postal to the above address and we will have you supplied by an up to date wagon man who carries this article in stock.

J. W. ENRIGHT

283 N. LINCOLN ST.

Wholesale Confectioner.

L. FRIEDMAN

313 N. Robey St.

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M. J. RALSTON

2300 WILCOX AVE.

Confectioner.

A. JANSEN

Wholesale Confectioner

1524 Lexington St.

Phone Monroe 1413.

CHICAGO.

A.S. ADAMSON

Dealer in Fine Candies.

329 West Ohio St.

J. AHLER

Wholesale Confectioner

231 W. 14TH ST.

Chas. Hoffman

203 E.
Fullerton
Ave.

WHOLESALE CONFECTIONER.

Warner Holmgren

1406 Irving Park Blvd.

Wholesale Confectioner

manufacture one of the most delicate processes from beginning to end.

By the roasting the shell becomes more readily detachable, and its complete removal is the next step. The crushing of the seeds into small fragments is easily accomplished, and this is followed by a thorough winnowing, by which the lighter shells are carried away by themselves, leaving the clean fragments of the roasted seeds ready for further manipulation.

In the preparation of chocolate, the fragments are ground by a complicated mechanism until they attain the greatest degree of fineness, and constitute a perfectly homogeneous mass or paste. If it is to be a plain chocolate it goes directly into the molds for shaping it.

The molding is a noisy but interesting operation. The chocolate cannot be pressed into molds, because it sticks to the presser; it is, therefore, shaken in. A plastic lump of the proper weight is placed in a shallow mold. A number of these molds are put into a wooden tray, placed upon a table, which is shaken automatically. Every step of the process has to be watched carefully. When the mass has been shaken into the mold so as to be uniform in shape and size, the pans are removed to the cooling room.

If the chocolate is to be sweetened, a definite amount of the purest sugar, previously pulverized, is added before the molding, and the whole ground and commingled. If it is to be a vanilla chocolate, the finest quality of Mexican vanilla beans are blended with the semi-fluid mass, and formed in molds, as already described.

While the oil of the chocolate seed is perfectly wholesome, there are some persons who find in the percentage natural to the seeds an amount too large for easy digestion. The removal of a part of this, which might with propriety be called an excess of the oil, was practiced even in very early days.

The method of manufacture is as follows: The ground fragments of roasted seeds are subjected to hydraulic pressure, by which a certain amount of the fat is eliminated. The pressed mass is treated mechanically to divide and subdivide the minute particles until they are capable of passing through a sieve having several thousand meshes to the square inch.



Views in Garfield Park.

In chemically prepared cocoas, the exquisite natural odor and flavor of pure cocoa seeds have been diminished or wholly lost by the severe treatment to which the materials have been subjected.

The exquisite flavor and odor of the pure product are due wholly to the seeds themselves.

The main object all confectioners have in view in manufacturing fine goods for the market is to be sure that their coatings are absolutely pure, that they are finely ground, of a good color and well flavored. There is more rivalry to-day than ever before between confectioners as to who has the best chocolate goods. Every detail in manufacturing is watched closely, and if any improvement is made the process is kept secret from competitors if possible to do so. The many kinds of chocolate goods manufactured are constantly increasing in number and amounts consumed, and every new kind is generally an improvement on some other article which preceded it.

E. Schuppenhauer, Jr.

658 Hirsh Street

Wholesale Confectioner

**AMERICAN
BADGE CO.**

119
E. MADISON ST.
CHICAGO

BADGES
BUTTONS
BANNERS
ADVERTISING
NOVELTIES

THE ORIGINAL CHIP IS THE

Trowbridge
CHOCOLATE
CHIP

"SIMPLY DELICIOUS".

Insist on having Trowbridge's name
on every chip.

Sold Everywhere.

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**THE TROWBRIDGE CHOCOLATE
CHIP COMPANY**

Boston, Mass., Meadville, Pa.

John H. Thompson & Co.
Western Distributors

FOR
ADVERTISING NOVELTIES

Badges, Buttons,
Celluloid Boxes,
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PHOTO JEWELRY MFG. CO
464 CARROLL AVE.
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WM. H. JUNG

Restaurateur

106 E. Randolph St., CHICAGO

Party and Wedding Dinners arranged in Modern
Style.

PHONE CENTRAL 44

Anton Kaspar

1067 S. Homan Ave.

Manufacturer of

**ATLAS
WAFERS**

and Dealer in
all kinds of **CANDIES**

IRA B. BAIR

Manufacturer
of high grade

**HAVANA
CIGARS**

WHOLESALE AND RETAIL

No. 7 South Campbell Avenue,
Tel. Ogden 2798.

Officers of the Chicago Jobbing Confectioners Association.

Albert E. Abbs, president, is a very successful jobber with a large trade outside of Chicago; a member of the firm of A. E. Abbs & Co.; has been a delegate from Chicago to the National Association and is chairman of Banquet Committee. He is prominent, in church circles, being deacon of the Ada Street M. E. Church.

Albert F. Streger, first vice-president, is a member of the firm of Dreibus Heim Co.; has been prominent in association affairs; was the first financial secretary of the body; a firm and consistent advocate of every measure to benefit the trade or promote harmony.

Joseph B. Hellmann, second vice-president, has been prominently identified with the organization from the start, is an ex-president, has served on many important committees, has been delegate to several conventions, and is chairman of the Badge Committee for convention. He is well known by his sobriquet, "Uncle Joe."

Charles Brandenburg, recording secretary, has the confidence of the members of the Chicago J. C. A., having continuously held office for several years, and has been a representative to the N. J. C. A.

Henry L. Pelles, 5819 West Chicago avenue, financial secretary, is an old jobber, starting in business in March, 1881, who has been repeatedly elected to the office that he holds. He is one of the best story-tellers in the entire body and is of very pleasing personality. Mr. Pelles is commonly known as "Shorty" by his friends, which are numerous.



GREAT NORTHERN HOTEL.

Where the Eleventh Annual Convention of the National Jobbing Confectioners Association is to be held Aug. 2, 3 and 4, 1905.

Lawrence E. Lent, treasurer, is the oldest jobber in the jobbing business in Chicago. He was born at Belle Isle, N. Y., January 11, 1845, went to work for R. H. Fish in 1865, and was city salesman for R. J. Campbell on his wagon from May 1, 1868, to May 1, 1872, when he went into business for himself. In 1879 he was a member of the firm of Hoffman & Lent, which went out of business the same year, when Mr. Lent went into business for himself again, at which he continues. He is chairman of the Committee on Arrangements and is always a consistent and able worker in the business.

Joseph Myers, the sergeant-at-arms, is a well known figure among the jobbers and is by no means a quiet one, and is about the heaviest man in the business.

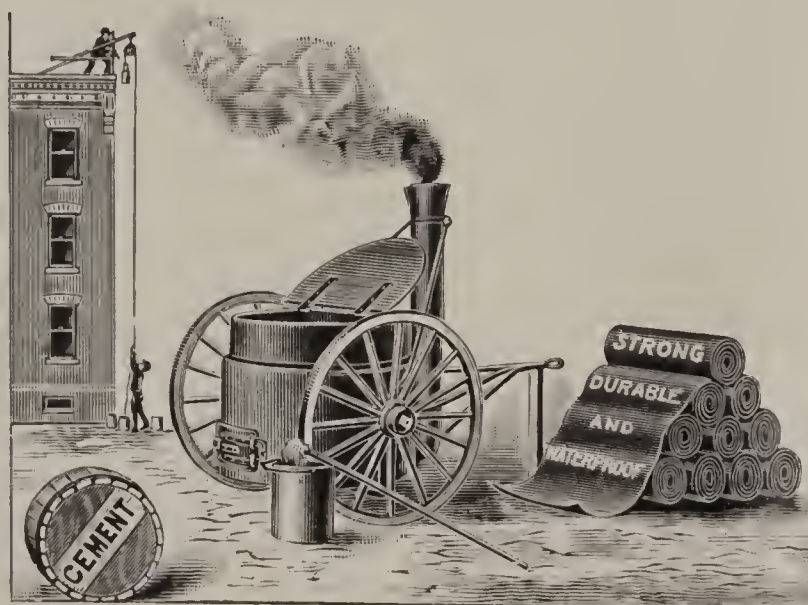
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Offices: 1056-1058 W.
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TELEPHONE OGDEN 1635

Chicago, Ill.

felt, Tar, Composition and Gravel Roofing



Estimates Promptly Furnished.

STATISTICS OF THE CONFECTIONERY BUSINESS IN THE
STATE OF ILLINOIS.

1840

Capital.....	\$ 825 00
Number of hands employed.....	3
Value of products.....	\$2,240

1850

Number of confectioners.....	46
------------------------------	----

1860

	Illinois	Cook County
Number of establishments.....	13	7
Capital.....	\$ 50,250 00	\$ 15,000 00
Number of hands employed—Male.....	53	26
“ “ “ “ —Female.....	..	..
Cost of labor.....	\$19,788.00	\$11,088.00
Cost of raw material.....	\$136,125.00	\$84,400 00
Value of products.....	\$252,450 00	\$143,950.00

1870.

	Illinois	Cook County
Number of establishments.....	24	17
Capital.....	\$314 050 00	\$277,800 00
Number of hands employed.....	462	421
Males above 16 years.....	272	....
Females above 16 years.....	81	....
Youths.....	109	....
Wages.....	\$161,601.00	\$148,966 00
Value of material.....	\$1,355,431 00	\$1,304,184 00
Value of products.....	\$1,948,710.00	\$1,848,660 00

CHICAGO

Number of confectioners.....	198
------------------------------	-----

No other data given for Chicago in 1870.



Garfield Park.

	1880		Illinois	Chicago
Number of establishments.....	44			24
Capital.....	\$482,250.00			\$413 200 00
Average number of hands employed — Males				
above 16 years.....	373			310
Females above 15.....	173			163
Children and youths.....	139			132
Total average number of hands employed.....	685			605
Total amount paid in wages during the year....	\$242 908.00			\$211,604.00
Value of materials.....	\$1,589,850.00			\$1,424,830.00
Value of products.....	\$2,208,792.00			\$1,953,558.00

	1890		Illinois	Chicago
Number of establishments.....	88			47
Value of hired property.....				\$1,024,700 00
Direct investment.....	\$1,696,413.00			\$1,440,993.00
Average number of employes.....	1,812			1,463
Wages paid.....	\$760,738.00			\$606,946 00
Officers, firm members and clerks.....	246			165
Wages paid.....	\$206,529 00			\$140,664 00
Value of product.....	\$4,838,821.00			.....

	1900		Illinois	Chicago
Number of establishments.....	201			76
Direct investment.....	\$2,744,583.00			\$2,270,790.00
Average number of employes.....	3,567			2 885
Wages paid.....	\$1,056,832.00			\$868,513.00
Officers, firm members and clerks.....	747			522
Wages paid.....	\$385,509.00			\$351,093.00
Value of product.....	\$7,921,810.00			\$6,711,021



Green House, Garfield Park.



Garfield Park,

The 400 Marshmallows



THE KIND
THAT TELL



Made only by

Thorp, Hawley & Co.

Statistics of the Confectionery Trade of Illinois, Cook County and Chicago,
compiled from Government Statistics and Chicago Directories.

CLASSIFICATION	ILLINOIS	COOK COUNTY	CHICAGO
1840 Capital.....	\$825.00	.....	.....
Number of hands employed....	33	.....	.....
Value of Products.....	\$2,240.00	.....	.....
1850 Number of manufacturers.....	....	.....	5
Total number of confectioners..	46	.....	.....
1860 Number of manufacturers.....	13	.....	7
Capital.....	\$50,250 00	\$15,000 00	.....
Number of hands employed....	53	26	.....
Cost of labor.....	\$19,788.00	\$11,088.00	.....
Cost of raw material.....	\$136,125.00	\$84 400.00	.....
Value of products.....	\$252,450 00	\$143,950.00	.....
1870 Number of manufacturers.....	24	.....	17
Number of dealers.....	....	.....	198
Capital.....	\$314,050 00	\$277,800.00	.....
Number of hands employed....	462	421	.. ..
Cost of labor.....	\$161 601 00	\$148,966.00	.....
Cost of raw material.....	\$ 1 355 431 00	\$1,304,184.00	.....
Value of products.....	\$ 1,948,710 00	\$1,849,660.00	.....
1880 Number of manufacturers.....	44	.....	24
Capital	\$482 250.00	.....	\$413,200.00
Number of hands employed....	685	.....	605
Cost of labor	\$242,908.00	.....	\$211 604.00
Cost of raw material	\$ 1,589,850.00	.....	\$ 1,424,830.00
Value of products.....	\$ 2,208,792 00	.....	\$ 1,963 558.00
1890 Number of manufacturers.....	88	.....	47
Capital.....	\$ 1,696,413 00	.....	\$ 1,440 993.00
Number of hands employed...	1,812	.....	1,463
Cost of labor.....	\$760 738.00	.....	\$606 946.00
Value of products.....	\$ 4,838 821 00	.....	.....
1900 Number of manufacturers.....	201	.....	76
Capital.....	\$ 2 744,583 00	.....	\$ 2,270 790.00
Number of hands employed....	3,567	.....	2,885
Cost of labor.....	\$ 1,056 832 00	.....	\$868,513.00
Officers, firm members and clerks	747	.....	522
Wages paid to above.....	\$385,509.00	.....	\$351 093.00
Value of products.....	\$ 7 921,810 00	.....	\$ 6,711,021.00



Green House, Garfield Park

WHOLESALE AND MANUFACTURING CONFECTIONERS IN
CHICAGO.

YEAR.	No.	YEAR.	No.
1837	1	1871	9
1838	..	1872	14
1839	3	1873	13
1840	..	1874	23
1841	..	1875	26
1842	..	1876	15
1843	1	1877	22
1844	..	1878	29
1845	...	1879	32
1846	3	1880	20
1847	2	1881	24
1848	2	1882	20
1849	5	1883	20
1850	5	1884	18
1851	..	1885	16
1852	..	1886	19
1853	..	1887	26
1854	..	1889	23
1855	6	1890	20
1856	4	1896	22
1857	5	1891	27
1858	5	1892	38
1859	12	1893	43
1860	7	1894	40
1861	11	1895	47
1862	8	1896	39
1863	11	1897	48
1864	8	1898	58
1865	8	1899	51
1866	16	1900	65
1867	8	1901	65
1868	27	1902	65
1869	7	1903	*68
1870	17	1904	70



Bunte, Spoehr & Co., Chicago.

“THE LEADING CONFECTIONERS”

Just a Word with You, Please :

We are such unassuming people we fear our modesty has prevented us from proclaiming to the public, what our customers have known for many years, the fact that our goods have been the standard of excellence for more than a quarter of a century.

That old adage, “by their work ye shall know them” seemed to be sufficient in former years, but in these busy days, if we expect to retain the reputation we have held so long, and guarded so jealously, we must not only make the best Goods, but must let the Dealer and Consumer know that we are doing so.

Lest we weary you, we will speak briefly, not of ourselves, but of a few of our Candies that have not only helped to establish the reputation of which we are so proud, but have aided Chicago in achieving the distinction of being the Great Candy Center.



Chocolates

We import, roast and grind the Cocoa Beans out of which our chocolate coatings are made, thereby saving all the profits that other confectioners have to stand who buy their coatings from chocolate manufacturers, and our customers get the benefit, so it is not surprising that our chocolates are so much better.

Here are a few of them :

Riverros

The Best Selling Chocolates Made.

Double Vanilla

A Good Second.

Bitter Sweets

Nearly Everybody knows How Good they are.



Turinos

Acknowledged to be the Finest Chocolates Made.

Swiss Cream Chocolates

Comparatively New, but rapidly becoming Popular.

Honey Comb flakes

Our centers are equal, if not superior to the best, but when it comes to the Chocolate used in coating them, well, just compare them with other makes; you will be convinced whose are best.

American Mint Lozenges

Hand made, Soft and Creamy. In high favor with all ages, but in great demand by elderly people who insist upon having the best.



Caramels

The delicious kind, made of pure country cream.

Butter Scotch Daisies

Our competitors have given up attempting to imitate them.

Barcelona Filberts

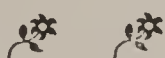
and

Filippi Almonds

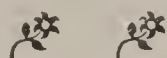
These goods are in demand from Ocean to Ocean and from Duluth to the Gulf.

Licorice Alphabet

Only out last month and we have orders for thousands of boxes. Try a box at once.



Always look for the Trade Mark, and
if it is on the box you will know you
are getting the best.



Bunte, Spoehr & Co.

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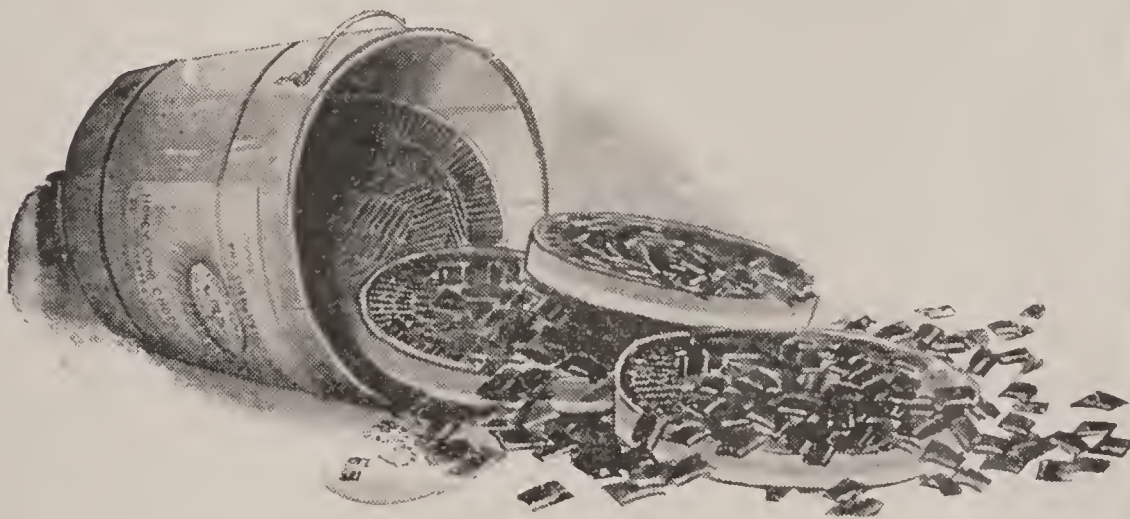
The Knowledge

HOW TO DO IT AND

The Facilities for Doing It

BETTER THAN EVER BEFORE, HAS
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THIS HAS BEEN THOROUGHLY TESTED
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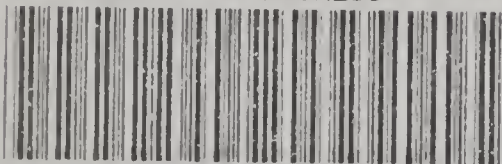
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 LUNCH THAT IS GUARANTEED TO BE THE BEST

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 CATTLE LUNCH
 FROM ANY RESTAURANT OR CAFE
 AND YOU WILL BE SURE TO GET THE BEST

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